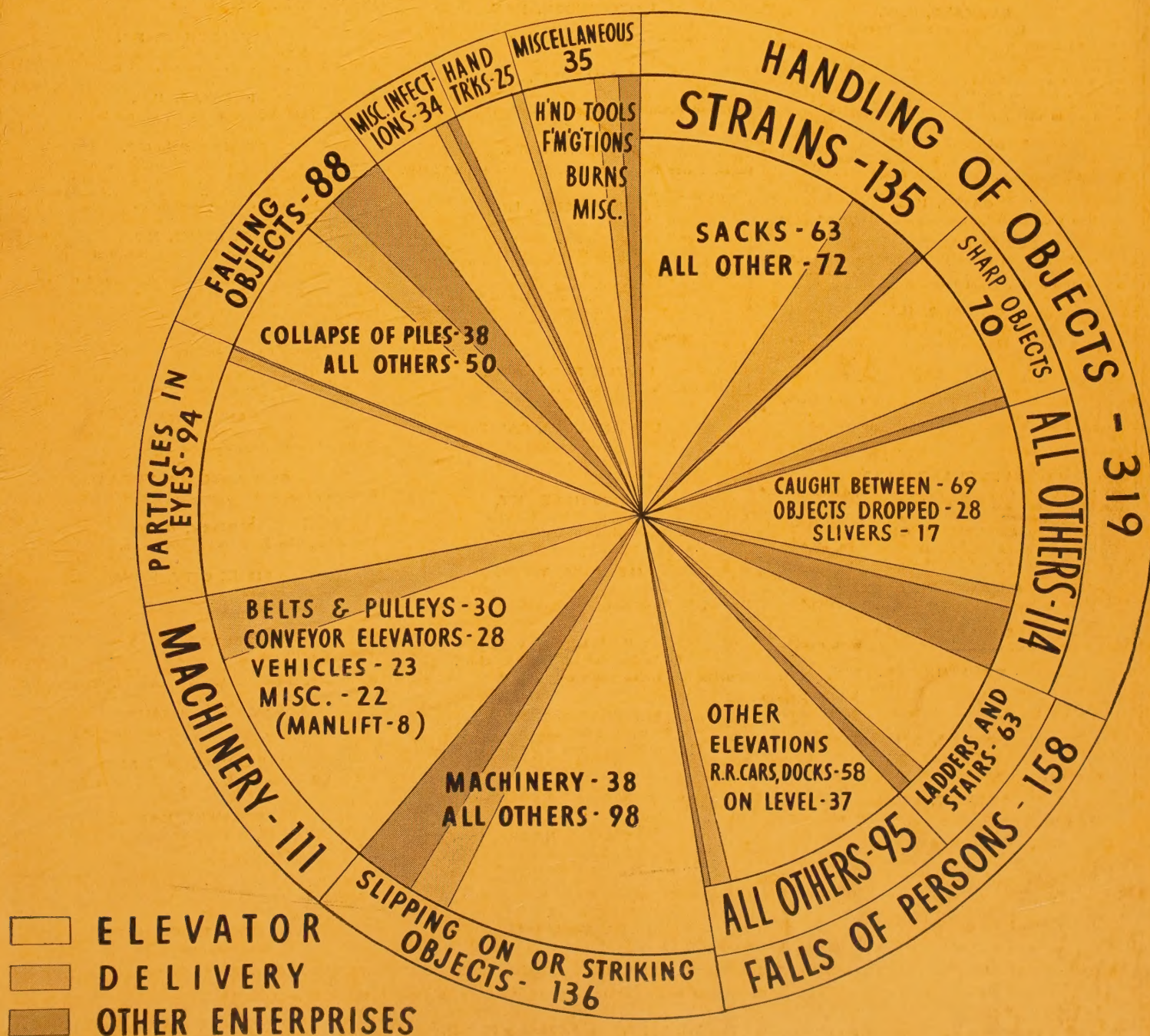


A Merger of Grain Dealers Journal, American Elevator & Grain Trade, Grain World and Price Current-Grain Reporter



Analysis of 1000 Accidents to Employees in Grain Elevators
 Prepared by Safety Engineering Department Lumbermen's Mutual Casualty Company
 [See article page 61]

Directory of the Grain Trade

In Organized Markets Only Members of the Local Grain Exchange Will Be Listed

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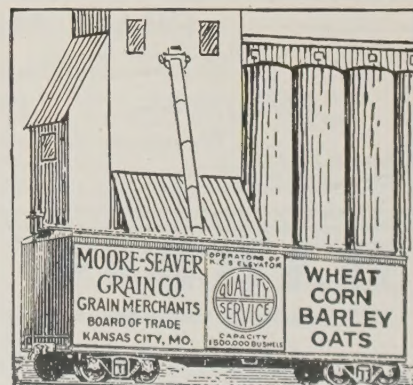
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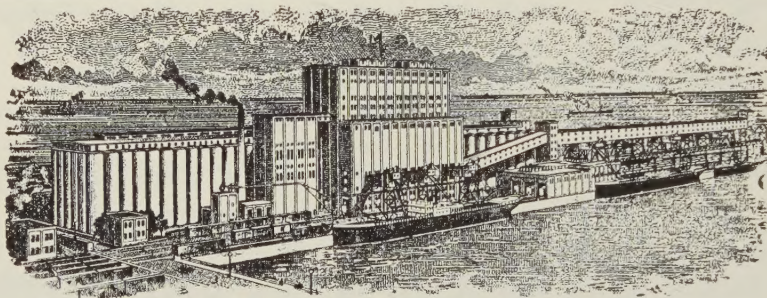
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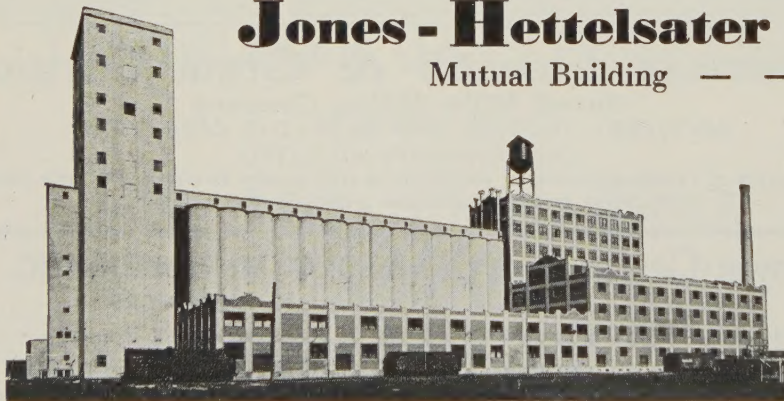
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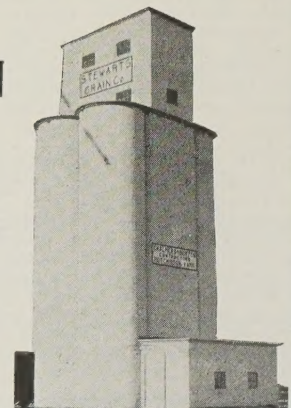
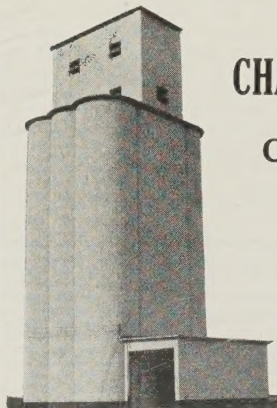
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CENTRAL ILLINOIS—Elevator site for sale, office and its equipment, cob burner, driveway, available. Geo. Busch, Greenview, Ill.

WHENEVER THERE is a real opportunity of interest to the grain trade, it is usually registered in the "Wanted—For Sale" columns of the Journal.

PENNSYLVANIA—Mill, an established fertilizer, grain and feed business; grinding, mixing, wheat cleaner, loader, etc., operated by electric low power rates; private railroad siding; modern dwelling; good business; excellent community. L. G. Brubaker, Lititz, Lancaster Co., Penn.

EASTERN PENNSYLVANIA—Feed manufacturing plant modern throughout, thoroughly equipped, ideal shipping and transit facilities, going concern long established; ideal Eastern branch for Western Manufacturer; exceptional proposition. Add. 79Z4, Grain & Feed Journals, Chicago.

NORTHWESTERN U. S.—A well established, profitable business is in need of additional working capital. The business is conceded one of the best of its kind in the territory; plant consists of a good sized concrete warehouse equipped with modern machinery for cleaning and handling grain and feeds. Business done is very diversified. Located in good poultry, dairy, stock-raising and seed growing section. Prospects are good for handling over million pounds of wool. Excellent opportunity for an energetic young man who has the will to work and succeed, one knowing seed handling and selling especially desirable. No better business of its kind in the country. Write us your experience and what you will invest. All correspondence held in strict confidence. Address 80A7, Grain & Feed Journals, Chicago.

GRAIN AND HAY WANTED

WANTED—Yellow Corn, feed oats, wheat bran, shorts, alfalfa and timothy hay on consignment. We have a large warehouse and can furnish references and bond. Farmers Warehouse, Valdosta, Ga.

SITUATION WANTED

SITUATION WANTED—As grain buyer or office manager, line yard company; years of experience, details furnished. Address 80B1, Grain & Feed Journals, Chicago.

WANTED—Position as Manager of Elevator or Line of Elevators. Twenty years of experience in Grain, Seed and Side Lines, fully capable in every respect. Address 791X, Grain & Feed Journals, Chicago.

WANTED—Position as manager of elevator, line house preferred; several years' experience; reference from Banks and reliable grain men; steady employment at present, but wish change. Address 79Y8, Grain & Feed Journals, Chicago.

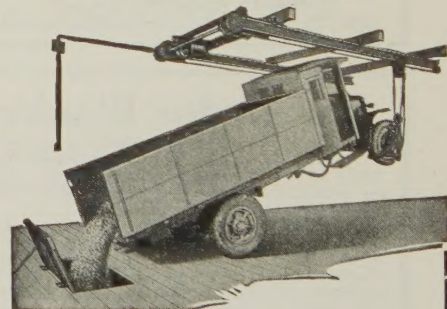
WANTED—Position as manager of elevator by middle aged man, several years' experience, thoroughly competent to handle any station, side lines, etc., references from banks and reliable grain men from country and terminals. Address 80A12, Grain & Feed Journals, Chicago.

SEEDS FOR SALE

WHEN YOU want field or grass seed, write us, and we will put you in communication with nearby dealers, who have what you seek. The service is free. Information Buro, Grain & Feed Journals, 332 S. La Salle St., Chicago, Ill.

McMILLIN TRUCK DUMP

For Electrical Power



A dump that fills all requirements. Capacity from smallest wagon to largest truck. Dumps from any length vehicle into one dump door. By adding extension will dump into any number of doors. Operating connections at each door. Can be installed in almost any driveway. Installation simple and very reasonable. All parts of dump in plain view above driveway floor. Vehicles can be raised to any angle for dumping. Can be stopped and started as desired. Under complete control. All-steel power unit completely assembled. Substantially constructed. No delicate parts. **SPEEDY, SAFE and SIMPLE** in operation.

Address

L. J. McMILLIN

525 Board of Trade Bldg., Indianapolis, Indiana

We are very well pleased with your publication. We find it worth our while to read it.—Greybull Elvtr. Co., Paul B. Hughes, sec'y-treas., Greybull, Wyo.

KEEP POSTED

GRAIN & FEED JOURNALS
CONSOLIDATED

332 So. La Salle St., Chicago

A merger of Grain Dealers Journal, American Elevator & Grain Trade, Grain World and Price Current-Grain Reporter.

Gentlemen:—In order to keep us posted regarding what is going on in the grain and feed trades outside our office, please send us the *Grain & Feed Journals* twice each month. Enclosed find Two Dollars for one year.

Name of Firm.....

Capacity of Elevator

Post Office

State

MACHINES FOR SALE

CORN CUTTER & Grader—has motor—used very little. 79N12, Grain & Feed Jnls., Chicago.

BLUE STREAK MILL; truck dump; sheller; moisture tester. W. W. Pearson, Reynolds, Ind.

FOR SALE—15 bu. Richardson Automatic elevator scale. Missouri Valley Milling Co., Osage City, Mo.

FEED MIXER—one ton—floor level feed—has motor—good as new. Write 79N14, Grain & Feed Journals, Chicago, Ill.

HAMMER MILL with 25-h.p. motor and all attachments. Priced to sell. Write 79N13, Grain & Feed Journals, Chicago, Ill.

FEED MIXER for sale, has motor, and a late machine. Need space. Will sacrifice. Write 79N15, Grain & Feed Journals, Chicago, Ill.

FOR SALE—Three 80 h.p. lowdown portable feed mills; six rebuilt portable feed mills; new and used stationary hammer mills. D. Dwyer, Oelwein, Ia.

FOR SALE—Rebuilt Attrition and Hammer Mills, Mixers, Corn Cutters, Engines, Motors, Etc. Weaver Sales Corp., Corn Exchange, Minneapolis, Minn.

FOR SALE—10 h.p. Acme gas engine good as new, price \$25.00; No. 4 Bowsher feed grinder and ear corn crusher with bagger, price \$20.00. J. S. Cameron, Elliott, Ill.

FOR SALE—Midget Marvel 25 bbl. self-contained flour mill, completely rebuilt; in top condition, ready to run. Will install. Bargain. W. W. Reichard, Urbana, Ill.

HAMMER GRINDER SCREENS—Fit all makes of grinders; any hole size; save 25 to 50%; quick shipment; guaranteed quality. York Foundry, Box GF, York, Neb.

ALL EQUIPMENT of a Large Feed Mill. Your inquiry for ANY ITEM will bring a prompt reply as to what is available. Address 80A4, Grain & Feed Journals, Chicago.

FOR SALE—McCormick-Deering 20 h.p. power unit new; Kewanee all steel air hoist, complete, new; Western corn sheller No. 14½; car puller; 15 h.p. single phase motor; 40 steel and wood split pulleys at ½ new price. S. G. Trent, White Cloud, Kansas.

MACHINES FOR SALE

FOR SALE—20 in. Monarch attrition mill; direct drive; 15 h.p. motors; used very little; just completely overhauled; practically a new mill; \$650 cash. No trades. McKercher Milling Co., Wisconsin Rapids, Wis.

WANTED—Grain Dealers who are contemplating installing new machinery to use the "Machines Wanted" columns of GRAIN & FEED JOURNALS in securing prices and estimate of machines for sale. We can save you money. More than value received.

FOR SALE—One 12x30 Flaking Roll; one 36" Attrition Mill, direct connected two 50 hp. motors; one Gruendler Grinder direct connected 75 hp. motor; 100 lb. Richardson Automatic Scale; one 50 bu. N&M Meal Drier; one 50 bu. Cutler Meal Drier. Schreiber Mills, St. Joseph, Mo.

MACHINES WANTED

WANTED—500 bu. Hopper Scale (Howe or Fairbanks); 5 bu. late model Richardson automatic scale; 1 Boss car loader; 1-10 h.p. motor p.m. 60 cycle 3 phase, with starter. W. D. Springer, Board of Trade, Indianapolis, Ind.

MISCELLANEOUS

STOP! READ! THINK! One advertiser writes, "Your service brought me 24 replies." We can do the same for you. Don't wait, write now.

SCALES FOR SALE

SCALES—Motor Truck, Warehouse, Dump, Tank and Hopper. Bargains, New and used. All capacities. Shipped on 30 day free trial. Bonded Scale Corporation, Columbus, Ohio.

BELTING WANTED

WANTED—55 feet of 5 or 6 ply rubber belt 10 inches wide in good condition, could be used cup belt. Farmers Elevator Co., Arthur, N. D.

WANT TO BUY—115 ft. of 16" width second hand rubber belting for elevator leg. Otis J. Bear, Leipsie, Ohio.

MOTORS—GENERATORS**ELECTRICAL MACHINERY**

Large stock of motors and generators, A.C. and D.C., new and rebuilt, at attractive prices. Special bargains in hammermill motors, 25 to 100 H.P., 1200 to 3600 R.P.M. Write for stock list and prices. Expert repair service. V. M. NUSSBAUM & CO., Fort Wayne, Indiana.

STEEL BIN WANTED

WANT TO BUY steel bin elevator that can be moved; must be cheap for cash. Box 188, Sterling, Colorado.

SAMPLE ENVELOPES

SAMPLE ENVELOPES—SPEAR SAFETY—for mailing samples of grain, feed and seed. Made of heavy kraft paper, strong and durable; size 4½x7 inches. Have limited supply to sell at \$2.35 per hundred, or 500, \$10.00 plus postage. Sample mailed on request. Grain & Feed Journals, 332 S. La Salle St., Chicago, Ill.

Grain Contracts with Farmers

Form 10 D. C. is recognized as the best for contracting grain and seed from farmers, and is in extensive use by grain dealers. Do not take chances with verbal contracts. They lead to misunderstandings, differences and disputes, as well as loss of profits and customers. Contract certifies that farmer:

"has sold.....bushels of.....at..... cents per bushel, to grade No....., to be delivered at.....on or before....." It also certifies that, "if inferior grain is delivered, the market difference at which such grain is selling on day of delivery shall be deducted. Any extension of time at buyer's option."

Originals are printed on bond paper, machine perforated so they may be easily removed; duplicates are of manila. All have spaces ruled on the back for recording each load delivered on the contract. Check bound, size 5½x8½ inches, 100 sets numbered in duplicate and supplied with 4 sheets of carbon paper. Order Form 10 DC Improved. Price \$1.10, f. o. b. Chicago. Wt. 1 lb.

Triplicating book is same as 10 DC and contains 100 additional copies of the contract printed on strong tissue and 4 sheets of dual faced carbon. Order Form 10 TC. Price \$1.35, f. o. b. Chicago. Weight, 21 ozs.

Grain & Feed Journals

Consolidated

332 So. La Salle St. Chicago, Ill.

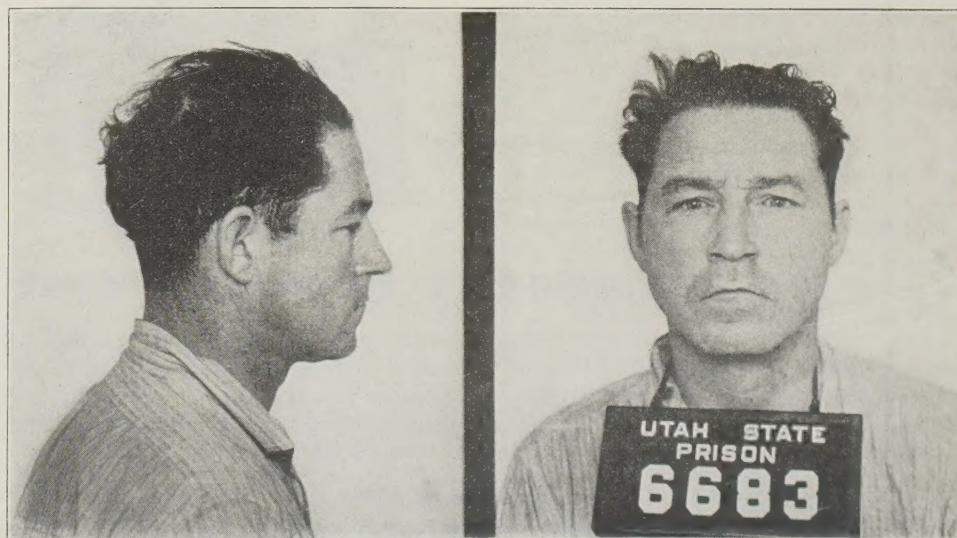
Firebug Wanted

Watch for a man 5 ft., 5½ ins. high, of short, stocky build, with heavy black hair and hazel eyes, weighing 151 pounds and 45 years of age.

If closer examination shows scar right point of chin, scar lower lip, scar right index finger, scar right little finger, wire whereabouts to chief of police Sacramento, Cal.

As Clifford Bramble, alias Clifford Burns, Clifford Mathis, Milton Dean, this man set about \$2,000,000 worth of fires in Sacramento and in Salt Lake City, Utah, in 1936 and 1937. He admitted starting the fire at the Colorado Milling & Elevator Co., Salt Lake City, June 17, 1937, where the loss by fire and smoke damage was \$18,160.94, and the fire at the Wacker Feed & Fuel Co., Sacramento, Cal., resulting in a total loss of \$5,000.

Recently he escaped from the Utah State Hospital, Provo, Utah, and may be found in his occupations of painter, auto mechanic, locksmith or amateur safe man. The photograph reproduced herewith may assist in his identification.



Incendiary Clifford Bramble Wanted

The Superintendent of your elevator and your Grain Buyer were selected by reason of their experience and knowledge. Your Dust Control installations should be made on the same basis. Our major experience for over fifty years has been Grain Elevator Dust Control. Our hundreds of installations attest to their success. Their first cost is overshadowed by their efficiency. The Day Company, Minneapolis, Minn.

"magic-screen"



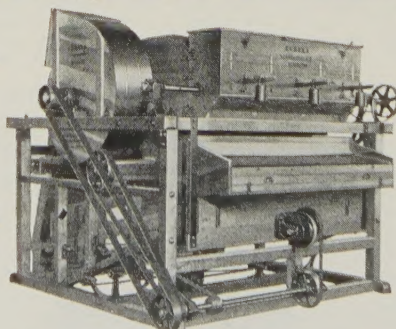
CLEANERS

**great savings
in every kind of cleaning**

Grain—

—Seed

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—frictionless

capacity booster — cost reducer

Every kind of grain, seed or feed cleaning—at standards finer and more uniform—at a capacity 15 to 25% greater—than any Cleaner you are now operating, that's what "Magic Screen" cleaning would do for you. Saves power—reduces shrinkage loss—eliminates repair bills.

Ask for catalog 1590.

S. HOWES CO., Silver Creek, N. Y.

GRAIN & FEED JOURNALS

CONSOLIDATED
INCORPORATED

332 S. La Salle St., Chicago, Ill., U.S.A.
Charles S. Clark, Manager

A merger of
GRAIN DEALERS JOURNAL
Established 1898

**AMERICAN ELEVATOR &
GRAIN TRADE**
Established 1882

THE GRAIN WORLD
Established 1928

PRICE CURRENT - GRAIN REPORTER
Established 1844

Published on the second and fourth Wednesdays of each month in the interests of better business methods for progressive wholesale dealers in grain, feed and field seeds. It is the champion of improved mechanical equipment for facilitating and expediting the handling, grinding and improving of grain, feeds and seeds.

SUBSCRIPTION RATES to United States, Canada and countries within the 8th Postal Zone, semi-monthly, one year, cash with order, \$2.00; single copy current issue, 25c.

To Foreign Countries, prepaid, one year, \$3.00.

THE ADVERTISING value of the Grain & Feed Journals Consolidated as a medium for reaching progressive grain, feed and field seed dealers and elevator operators is unquestioned.

Advertisements of meritorious grain elevator and feed grinding machinery and of responsible firms who seek to serve grain, feed and field seed dealers are solicited. We will not knowingly permit our pages to be used by irresponsible firms for advertising a fake or a swindle.

LETTERS on subjects of interest to those engaged in the grain, feed and field seed trades, news items, reports on crops, grain movements, new grain firms, new grain elevators, contemplated improvements, grain receipts, shipments, and cars leaking grain in transit, are always welcome. Let us hear from you.

QUERIES for grain trade information not found in the Journal are invited. The service is free.

CHICAGO, ILL., JANUARY 26, 1938

THE ST. LOUIS market has been receiving so much corn of late, shippers are beginning to ask questions.

EVERY LIVE grain dealer will find much of real interest in our running account of and in the splendid addresses presented at the annual meeting of the Indiana Grain Dealers Ass'n.

IN A "RABBLE ROUSING" speech the Secretary of Agriculture said the ingredients in a loaf of bread cost 2.6 cents while the retail price is 8.7 cents, and that the spread had increased from 5.1 cents two years ago to 6.1 cents, forgetting that this increased spread is due to legislative and bureaucratic activities that have increased taxes and labor and other costs of doing business. Apparently the Secretary is committed to the doctrine that the more taxes the consumer pays the better off is he, for recently he said, "To a consumer, what difference does it make whether he buys his bread on the basis of \$1 wheat in the market place, or on the basis of 80 cents a bushel, plus 20 cents tax?"

WHY pass a farm aid bill when in 1935 agriculture paid only 1.1 per cent of all federal taxes and only 1.9 per cent of the national wages, yet received almost one-fourth of all the federal taxes for that year?

THE BURGLARS are active again and our news columns this number report six visitors from the midnight callers. While the financial losses have not been heavy, several safes have been wrecked because grain offices were not well locked or protected by watchmen or burglar alarms.

TAPIOCA has displaced such a large percentage of the corn starch used in the textile and laundry trades, some Congressman from the corn states will eventually discover the opportunity to promote the interests of the corn growers by placing an import duty on all farinaceous substances. During the first ten months of 1937 we imported 372,241,133 lbs. of tapioca.

LEAVING the check book out on an unprotected desk of an Indiana elevator man recently resulted in some of his friends cashing his printed checks although he had not missed them. A high rail and a desk inaccessible to the public might have prevented his friends being imposed upon by the visitor with sticky fingers and a willingness to forge checks for small amounts.

A GRATIFYING NOTE paramount in the many reports of annual stockholders' meetings issued by the majority of elevator companies this month is the net gains noted and total amount of business done during the year, and the resultant dividends declared. Elevator companies are realizing more and more that every minute of the day must be utilized in some productive enterprise. They are not "putting all their eggs in one basket" these days, so to speak, but by diversified undertakings are gleaning dollars to protect themselves against lean days when grain is scarce and deliveries few.

WHAT would you do if fire was discovered in your elevator? Have you provided efficient fire fighting apparatus such as barrels of brine, buckets and fire extinguishers at convenient points on each floor? The old conviction that once a grain elevator takes fire, it is doomed, has recently been proved by several courageous elevator operators to be a rank heresy. When fire fighting equipment is provided and all hands are trained in its use, fire seldom has a chance to get well started before the men interested in the continuation of their employment are using the extinguishers with telling effect. No apparatus costs much to install, but when the fire is discovered the cheapest obtainable is worth the full value of the plant.

ELEVATOR operators who are anxious to prevent accidents to their employees will study the able addresses published in this number and the chart appearing on our front cover and then profit by the sad experiences of other dealers by taking steps to prevent similar accidents in their own plants.

THE ANNUAL convention of the Indiana Grain Dealers Ass'n held in the Hoosier capitol this week had the largest attendance in the thirty-seven years of its existence. Indiana dealers do not hesitate to encourage their leaders by exhibiting an active interest in everything being done to promote the common interests of members. The Hoosiers are determined to attain their coveted goal.

INASMUCH as trade marks can now be registered with the federal government, there seems no excuse whatever in state lawmakers enacting additional registration laws. Such a state law might provide for the employment of a few more tax eaters, but cannot give greater protection to the owners of trade marks than heretofore. Unnecessary red tape increases the cost of doing business and the cost of trade marked commodities to the consumer.

WE TRUST that the Security Exchange Regulation against selling short unless one-eighth above the last quotation will never be applied to the grain futures market. We need short selling to satisfy long buying, and to maintain a constantly liquid market. A short seller who covers, whether at a profit or a loss, is sometimes the only buyer in a weak market when millers and other processors have retired temporarily. Without a short interest the market might develop many weak spots due to lack of support.

A KEYNOTE was struck by Pres. Barnes at the Indiana Grain Dealers conclave in Indianapolis this week, that we believe strikes at the very root of many of the troubles that beset the grain elevator industry today—Loyalty, and the Lack of It. Loyalty to the brother competitor; loyalty to the state ass'n that sponsors their cause; loyalty to the National organization that is ever on the alert for the furtherance of grain elevator's best interests, and last, but by no means least, loyalty to the trade's publication that fights their battles fearlessly and constantly; that strives always to bring into each individual office information that constructs, protects and informs grain dealers specifically. It isn't enough to stand on the side lines and applaud; a friendly hand clasp, a shoulder to the wheel, a dollar to support, those are actions, committed, that really spell Loyalty—one of the principal stepping stones to success.

EVERY GRAIN merchant is both willing and anxious to join a Prosperity Parade, but most of them are so busy making out tax reports and studying new regulations they have no time to consider other activities.

THE MANY changes in firms and in managers of country elevators supplemented by an unusual number of reports of deaths affecting changes in the management of elevators (see news columns this number), will surely keep mailing clerks busy correcting lists for some time to come.

WHENEVER a country grain buyer permits a chiselling farmer to cajole him into raising his posted bid he destroys any confidence the farmer may have had in posted prices. If he over bids his posted price once he must expect to be pestered forever afterward for a higher bid.

CELEBRATIONS of the opening of new or improved elevators with music, prizes and free lunches are helping to attract prospective farmer patrons to many new plants. Where these events are well advertised to prospective customers only, and sidelines are well displayed, the grand opening is generally a profitable event.

EMPLOYERS of eight or more are so busy making out reports for the infernal revenue man they have little time to promote their own business or wait on customers. If they employ extra help or pay regulars for overtime they will be required to increase their payments for social security, unemployment and old age taxes. The bureaucrats want all the earnings of the real producers of the nation.

ONE OF the encouraging signs of the times in the country elevator trade is notices reaching us frequently of the installation of modern seed cleaning machinery. Not only do these cleaners soon pay for themselves, where the elevator man makes known its possession to his farmer patrons, but the more the service is advertised the more profitable seed cleaning becomes and the more its use helps to swell the farmer's yield from the next planting, and also to increase the grain receipts of the elevator man.

ONE MOST encouraging improvement becoming quite common with country elevator operators is thorough illumination of both the interior and exterior of elevator so that when grain is being rushed to market the plant can be operated at night and the bins emptied so as to make room for the large receipts expected the following day. Loading cars from a well lighted house is far more satisfactory and safer than trudging around the plant with a lantern. Electric light is so convenient and so inexpensive, the continued use of old oil burning lanterns is most discouraging.

Terminal Marketing Unprofitable to Farmers National

Dissolution of the Farmers National Grain Corporation, as voted by its stockholders Jan. 25 does not spell disaster to the co-operative movement. This one-time far-flung organization never was a real co-operative.

The individual farmer co-operator was buried five layers deep in this pyramid, a holding company, and holding companies are now denounced by the President. The farmer joined a local co-operative, which, 2d, joined a regional co-operative, which, 3d, joined the Farmers National, which, 4th, operated on funds borrowed from the Federal Farm Board, 5th to which Congress appropriated government money.

Just as the T. V. Authority is using taxpayers' money to make it difficult for private enterprise to remain in the power industry so the Farmers National was using Government money to make the going hard for private grain dealers, and even for co-operators not choosing to join its set-up.

Stock in the Farmers National was sold for 10 per cent in cash and the balance in notes. The five largest regional stockholders out of the 32 in the country owned 58 per cent of the stock, and held it on the basis of cash payments aggregating less than \$71,500. The company never had enough capital of its own to do even a very small grain business, and its entire capital would not pay one year's salary of its officers. Its continuance in business was predicated on the maintenance of a pipe-line for a steady flow of cash from the public treasury to this corporation incorporated under the laws of Delaware as a private corporation, organized for profit.

Its dissolution at the present time is the certain result of the severing of its connection with the public treasury by the Roosevelt administration, whose auditors found it to be a rat-hole for government funds. Their insistence that some means be provided to reimburse the Government led to the taxing of sales of grain thru the organization by so-called "retains," and made it clear to the fifth, or bottom layer in the pyramid, that there might be no benefit to them in selling their grain thru the Farmers National.

Managers of local co-operatives, the second layer in the pyramid, who had to be real merchants and deserved to be well paid, came to understand that the logical outcome of the Farmers National spelled the death of the regionals and the reduction of the managers of the locals to more clerks with less responsibility than even a line company agent. The larger and more successful local co-operatives, which might have made permanent a real national co-operative, remained aloof,

supported in this by the wiser among the boards of directors who have never been convinced that there is any money to be made by entering the field of fierce competition in the terminal markets.

Operation of the organized grain exchanges virtually places every carload of grain on the auction block to be sold to the highest bidder, bar none. There was no opportunity for the Farmers National to claim the bidders would pay more for grain handled thru its agency. Consequently it attempted to rebate commissions, which effort failed when objectors to this unfair chiseling had a proviso inserted that the rebates could be paid only IF EARNED.

Normal Granary an Economic Blunder

Unhindered by any bureaucratic accumulation of wheat for an ever normal granary our exports during November swelled to 6,387,840 bus., compared with only 21,475 bus. in November, 1936. These sales brought into the country \$6,387,840, against only \$22,708 a year ago, besides the profits accruing to the railroads and the elevators loading out the export wheat.

Contrast this healthy situation with that in cotton where government loans are piling up cotton to embarrass the coming administration and holding down our exports to slightly more than in November, 1936.

Rye exports have joined the procession with 588,953 bus. in November, against the trifling amount of 664 bus. in November, 1936.

Corn exports during November climbed to 1,712,560 bus. during November, altho the crop year had hardly started, compared with but 5,067 bus. in November, 1936, when Argentina, generously constituting itself our ever normal granary, helped us out, our imports amounting to 6,263,168 bus. during November and to 27,041,318 bus. during the 11 months ending with November.

All such visionary schemes as ever normal storehouses fall to the ground when subjected to mathematical analysis. It is dependably forecasted by an official of the government Smithsonian institution at Washington that we will never have another such drouth until 1975. Yet the Secretary of Agriculture would have us bear the cost of storage, interest on the money invested, and loss by rottage in cribs for 37 years to come to meet an emergency we successfully negotiated a few years ago without his ever normal granary. With millions of bushels in store in the ever normal granary we would never have the recurring bull markets that profit the farmer and teach economy to the consumer.

Knocking on Wood Will Not Help

Most elevator operators are perfectly willing to congratulate themselves on never having any accidents about their plants, but a close reading of the excellent addresses on elevator accidents presented at the Indiana meeting, will prompt thoughtful grain dealers to sit up and give consideration to the safeguarding of their moving machinery at least.

The news columns of this number report five deplorable accidents. One right arm was badly injured by a moving belt; another came near losing a hand because the elevator leg was started while helper was attempting to clean out a choke. Another man lost the sight of an eye while unloading corn at the elevator. A fourth had his legs broken by a heavily laden truck which backed over him and the fifth resulted in death of a Nebraska dealer who was applying dressing to a moving belt.

The very fact that one casualty company has had experience with 1,000 elevator accidents should prove an ominous warning to every elevator operator, all of whom are anxious to prevent accidents in their plants. Study the chart on the outside front cover, then safeguard all moving machinery, inspect your manlift, throw away weak ladders and repair your stairways.

ALL COMPRESSION tanks are supposed to be safe-guarded with automatic release valves, yet we frequently publish notices of explosions that injure bystanders and damage the plant. Occasional testing of these tanks would disclose sticky valves and give the owners time to clean and oil the valves thereby prolonging the life of the tanks.

STRANGERS who are liberal buyers of feed, but always offer a check for an amount in excess of the value of purchase are no longer welcome at some Northern Iowa elevators, whose owners have contributed cash as well as feed for a worthless check. The offices of many alert grain dealers are now decorated with the warning sign: "No checks cashed."

My Neighbor's Roses

The roses upon my neighbor's vine
Are owned by him, but they are also mine;
His was the cost, and his the labor, too,
But mine as well as his the joy, their loveliness
to view.

They bloom for me, and are for me as fair
As for the man who gives them all his care.
Thus I am rich, because a good man grew
A rose-clad vine for all his neighbors' view.

I know from this that others plant for me,
And what they own, my joy may also be;
So why be selfish, when so much that's fine
Is grown for you, upon your neighbor's vine?

—Abraham Gruber.

Progress on Farm Bill

Chairman Smith says the conference probably would adopt the house provision for a penalty tax of 15 cents a bushel on all wheat sold in excess of marketing quotas. The senate bill called for a penalty of 25 per cent of "parity price."

As the wheat program now stands the agriculture secretary, at the beginning of a crop year, would take into account old wheat supplies available and then estimate the acreage needed to produce an amount filling normal requirements plus an "ever normal" granary reserve.

Written contracts with corn and wheat growers have been eliminated from the "ever-normal granary" program of crop control. Instead of contracts the same end is to be gained by "offers" to be made by the sec'y of agriculture.

Chairman Smith complains that the Department of Agriculture "keeps sending us amendments which are helpful in clarifying certain phases of the bills but under the rules of congress we can't easily make use of the amendments because they weren't originally in either bill."

The com'te agreed Jan. 20 to apply acreage and marketing controls on corn, under the "ever-normal granary" program, only in the "commercial corn area." Chairman Smith said this would limit controls to "the corn belt."

Senator Pope of Idaho said a national marketing quota on corn would apply when indicated supplies were above 2,792 million bus. if two-thirds of farmers producing corn approved this in a referendum.

Chairman Smith said the com'te probably would have the bill ready for congressional action Jan. 28.

Washington News

Commercial bribery by persons engaged in interstate commerce would be penalized by a bill introduced in Congress Jan. 12 by Rep. Wright Patman.

Repeal of the 3 per cent tax on grain futures purchases was requested by Joseph P. Tumulty of Washington, Jan. 24, representing the floor traders of the Chicago Board of Trade. "The effect of the tax on particular types of operations, such as hedging and spreading, which are essential to the successful operation of the marketing machinery, are bad," Tumulty said. "The tax in effect is a transactional tax. Its effect has been destructive."

A request that prices for coal loaded into trucks be stricken out has been made of the National Bituminous Coal Commission by the Perry Coal Co., Prairie Coal Co., and the Lumaghi Coal Co., of Illinois, alleging the Act does not allow separate prices for coal loaded upon trucks.

If you employed eight or more persons during the last calendar year you must file a Federal tax schedule on or before Jan. 31st or pay a penalty. This tax of 2 per cent is said to be for unemployment and old age insurance. This should encourage hate-work Europeans to migrate to the U. S. A.

Wichita, Kan.—A mass meeting of 1,500 farmers from six wheat states here last month adopted a recommendation that the over-seeding of winter wheat this year be destroyed before the coming spring because of a technicality in the federal government's soil conservation program. Altho no vote was taken on the recommendation in the meeting, A.A.A.'s director of the western division, George E. Farrell, said the recommendation would be acted upon immediately by Washington authorities. A large acreage of winter wheat was seeded, it was explained, before the 1938 soil conservation program was announced, and it is now found that many of the farmers are over their base acreage of soil depleting crops.

Entangled by Oral Contract

J. B. Roberts, sec'y of the Flanley Grain Co., Sioux City, Ia., went into Nebraska with Ed Lueschen to help out Lueschen who had a contract to deliver corn to two farmers, Wm. Willers and Peter Topp, in Wayne County, who had objected to the quality delivered.

Willers and Topp alleged that Roberts made an oral contract to deliver 3,012 bus. No. 2 yellow corn at their farms at 98 cents per bushel in January, 1935, but that only 2,480 bus. was delivered.

On the balance due of 531 bus. suit was brought for \$521.15, and a jury gave judgment against the Flanley Grain Co., altho Roberts denied much of plaintiff's testimony. They had given Mr. Roberts a check for the amount of the contract at the time the oral contract was made.—*Supreme Court of Iowa* 275 N. W. Rep. 474.

"Advise" Shipments Require B/L Surrender

It appears from our investigations that the delivery of order-notify and so-called advise shipments in advance of the surrender of bills of lading, and without bond being posted with the carriers, is a practice which is growing. The carriers' tariffs generally permit the delivery of order-notify shipments prior to the surrender of bills of lading provided that bonds to protect the carriers from loss are posted with them, but usually there is no tariff authority for such delivery of advise shipments.

During the year the first indictment based on such a practice was returned under section 1 of the Elkins Act against a railroad company which had delivered shipments to the advise party named in the bills of lading without the surrender by that person to the carrier of the bills of lading or of delivery orders or any other authority from the consignor or consignee to make such delivery. The defendant pleaded guilty and paid a fine of \$2,000. Other prosecutions, based on deliveries of order-notify shipments, were instituted against a carrier and two shippers, and fines aggregating \$3,000 were imposed upon pleas of guilty.—*Interstate Commerce Commission*.

Injury by Dump Log Flying Up

Kenneth Kerwin, working on a farm for his father, drove a team of mules into the driveway of the Stonington Elevator Co., Taylorville, Ill., where Cletus Wilkinson, a son of Manager Emmett Wilkinson, told him to dump the load of corn in dump No. 5.

As the front right wheel of his wagon hit the dump log of dump No. 4 it went down and Kenneth was thrown off the wagon. The log flew up and hit the mule on the side and the team ran away, the wagon passing over Kenneth's right arm.

The rear ends of the dump logs are supported by blocks on a bar having attached a lever which when pulled back untriggers the logs and their rear ends go down to unload the wagon.

It was possible to lock the left log and not the right because when raised the right log was not high enough to permit the block to get under to support it. The block would bear against the end of the log but not under it.

Examination by Manager Wilkinson after the injury showed nothing broken about the dump.

The circuit court of Christian County gave judgment for plaintiff Kerwin for \$3,500, but the Appellate Court of Illinois on Apr. 16, 1937, reversed this and granted a new trial, on the ground there was not the prima facie evidence that defendant was liable just because it had control of the dump. The defendant will be permitted to introduce evidence that the injury was not due to its lack of care.—*10 N. E. Rep.* 2d, 224.

Asked—Answered

[Readers desiring trade information should send query for free publication here. The experience of brother dealers is most helpful. Replies to queries are solicited.]

Feeding Wheat Germ Oil?

Grain & Feed Journals: How many grams of wheat germ oil should be fed to 100 hens daily for the following results: (1) To increase egg production. (2) To counteract the condition of going blind?—W. E. Schultz, Boone, Ia.

Ans.: Paul Q. Card of the Archer-Daniels-Midland Co., producers of wheat germ oil, writes in reply: "It would be our suggestion that you consider adding ADM wheat germ oil at a level of 8 ounces per ton of feed for improvement in egg production to the reinforcement of the formula with Vitamin E. At this level you would be required to furnish each 100 hens approximately 1/10 of an ounce of the wheat germ oil per day mixed in their feed. This may be conveniently accomplished by mixing 5/10 of an ounce of wheat germ oil per 100 pounds of feed. Again the addition of the wheat germ oil to the cod liver oil practice facilitates in the more even distribution of the Vitamin E thruout the feed mix.

"Insofar as the few birds you have that seem to go blind these should be segregated from the flock and given the usual feed but each bird should receive 1 cubic centimeter of ADM wheat germ oil per day. It would be our suggestion that you give the birds 1 c.c. of oil by means of a medicine dropper. Perhaps your druggist will be in a position to furnish a graduated medicine dropper for this purpose. If he cannot furnish a graduated dropper then buy the regular medicine dropper and have him indicate the approximate volume of 1 c.c. We have had some very excellent reports on the improvement of birds suffering from gray eye which has been cleared by the use of wheat germ oil."

North Dakota Farmers Grain Dealers Program

A good program has been arranged tentatively for the annual meeting Feb. 1, 2 and 3 of the Farmers Grain Dealers Ass'n of North Dakota at Fargo, N. D. Among the addresses scheduled are:

"Shipping and Transfer Charges," W. A. Baune.
 "Shipping Out Stored Grain," Ben C. Larkin.
 "Barley Grades and Sales," H. R. Sumner.
 "Transportation," H. G. Taylor.
 "Grasshopper Control," T. Gray Butcher.
 "Crop Improvement," R. P. Woodworth.

A stag party will be held at the Chamber of Commerce building the evening of Feb. 1, the convention winding up the evening of Feb. 3 with the grain men's dance and entertainment.

Another Iowa Trucker Buys Grain with Rubber Checks

The sheriff of Plymouth County, Iowa, has issued a warrant for the arrest of D. J. Williams, Hartley, Iowa, a trucker who succeeded in getting six loads of grain from the Farmers Elevator, at Hinton, Iowa, before his checks bounced back to the elevator manager.

Finally, the sheriff succeeded in arresting Mr. Williams, but he was released on bond and then jumped his bond. Hearing Williams was at work near Primghar, O'Brien County, the sheriff phoned to his brother sheriff at that point only to learn that Williams had been arrested on a warrant issued by the sheriff at Emmetsburg.

Why grain dealers who have suffered so many losses as a result of dealing with strange truckers continue to accept checks even when certified is past understanding. We have exposed a number of the tricks of these dishonest peddlers so that most of our readers will have no dealings with strange truckers or

else call in a number of friends to watch every move of the trucker and demand cash in advance. It should not be necessary for a grain dealer to take such hazardous chances with strangers.

Castor Plant Poisons Grasshoppers

An accidental discovery by Dr. L. M. Christensen of the Kansas Chemical Foundation that grasshoppers that had eaten castor bean foliage died thereof has led to the suggestion that farmers protect their crops by planting a barrier of castor beans around their fields.

Dr. Christensen also noticed an absence of chinch bugs and birds in the vicinity of the castor bean plants.

This discovery may save the government the cost of poison bait, amounting to a large sum. Grasshoppers in 1936 did \$99,000,000 damage to crops, it is estimated.

Western Grain Dealers to Meet in May

May 2 and 3 have been selected for the annual convention of the Western Grain & Feed Dealers Ass'n at Des Moines, Ia.

Business sessions will occupy Monday morning and afternoon and Tuesday morning. The annual banquet will be Monday evening and the convention will end with a luncheon meeting Tuesday.

Sec'y Ron Kennedy announces that the convention will be divided into group meetings to study specific questions at breakfast and luncheon both Monday and Tuesday.

Convention of Grain Elevator Superintendents

The ninth Annual Convention of the Society of Grain Elevator Superintendents will be held at the Hotel Kansas Citian, Kansas City, Mo., from March 27th through March 30th.

The largest turnout in the history of the Association is expected, especially in view of the fact that the past year marked a 42% increase of memberships in the Society.

Grain Elevator Superintendents and their associates from all parts of the country will attend and are assured a program packed full of interesting and novel entertainment. Tom J. Emmert of the Wyandotte Elevator is Chairman of the Program Committee, ably assisted by J. L. Brown of Larabee Flour Mills, H. E. Armstrong of Uhlmann Grain Corporation's Katy Elevator, Frank Wilson of Norris Grain Co.'s Burlington Elevator, William Groseclose of Kellogg Grain & Elevator Corporation's CGW Elevator, and W. L. Leary of Farmers National Grain Co.'s Kansas-Missouri Elevator. All of these men are well known to the industry and are certainly equipped to help make this Convention an outstanding success.

Mr. P. A. Kier of the Wyandotte Elevator heads the Finance Committee. His assistants are Roy Harp of Wolcott & Lincoln's Kansas Elevator, and Kansas City's Chapter president, Mr. T. C. Manning of Uhlmann Grain Co.'s Wabash Elevator.

As president of the Kansas City local chapter, Mr. T. C. Manning has done a creditable job in making it one of the most active and unified in the Society.

Coming Conventions

Trade conventions are always worth while, as they afford live, progressive grain dealers a chance to meet other merchants from the same occupation. You can not afford to pass up these opportunities to cultivate friendly relations and profit by the experience and study of others.

Jan. 25, 26, and 27. Farmers Grain Dealers Ass'n of Iowa, Hotel Savery, Des Moines, Ia.

Feb. 1 2, 3. North Dakota Farmers Grain Dealers Ass'n, Fargo, N. D.

Feb. 8, 9. Farmers Grain Dealers Ass'n of Illinois, Marquette Hotel, Peoria, Ill.

Feb. 9, 10. Farmers Grain Dealers Ass'n of Illinois, Marquette hotel, Peoria, Ill.

Feb. 15, 16, 17. Farmers Elevator Ass'n of Minnesota, Minneapolis, Minn.

Feb. 18, 19. Eastern Federation of Feed Merchants, Onondaga Hotel, Syracuse, N. Y.

Feb. 22. Pacific Northwest Feed Ass'n, Seattle, Wash.

Feb. 22, 23. Farmers Grain Dealers Ass'n of Ohio, Toledo, O.

March 27, 28, 29, 30. Society of Grain Elevator Superintendents of North America, Kansas City, Mo.

May 2, 3. Western Grain & Feed Dealers Ass'n, Des Moines, Ia.

May 9, 10. Illinois Grain Dealers Ass'n, Danville, Ill.

May 13. Oregon Feed Dealers Ass'n at Portland, Ore.

May 31-June 1. Pacific States Seedsmen's Ass'n, Portland, Ore.

June 9, 10. American Feed Manufacturers Ass'n, French Lick, Ind.

June 26, 27, 28. Ohio Grain, Mill & Feed Dealers Ass'n, Deshler-Wallick Hotel, Columbus, O.

Increased taxes the Westinghouse Electric & Mfg. Co. has been paying since 1935 would be sufficient to pay the wages of 6,500 unemployed men, said A. W. Robertson, chairman of the Board. It costs to maintain an army of public parasites.

Program Illinois Farmers' Grain Dealers' Ass'n

The 35th annual convention of the Farmers Grain Dealers Ass'n of Illinois will open in the Pere Marquette Hotel at Peoria at 2 p. m., Feb. 8. The Mayor's address of welcome will be responded to by Homer B. Grommon of Plainfield, followed by the Secretary's report by Lawrence Farlow and Treasurer's report by Chas. Fairfield.

At the banquet in the evening in the hotel ball room Dale Saurer of Bloomington will be cheer leader, and Rev. C. Oscar Johnson, of St. Louis, guest speaker, Dr. W. L. Burlison of the University of Illinois making an address on "The Value of the Ass'n Grain Judging Trophy as an Inspiration to Students." Choir singers will entertain.

H. A. Henricks of Cerro Gordo will preside at the 9:30 a. m. session Feb. 9 conducted by the Managers Club. Addresses will be delivered by Pres. L. E. Riley of Pleasant Plains; by A. L. Etsuin on "Illinois Co-operatives"; by H. H. Parmenter on "Illinois Workmen's Compensation Law and Settlement of Claims," and by a speaker to be chosen on "Motor Vehicle Regulation in Illinois." The proceedings will be interrupted at 12:15 for the Managers' Club Luncheon and business meeting.

At the afternoon session John Miller will sketch the history of the Ass'n, and Donald Conn of the Transportation Ass'n of America will tell of "The Farmers' Interest in Our National Transportation Policy."

A bridge party, including refreshments and prizes, will be given for the ladies attending the convention, at the hotel, Wednesday afternoon.

Futures Profitably Used By Cash Grain Merchants

By KENNETH S. TEMPLETON, pres. Chicago Board of Trade, before Indiana Grain Dealers Ass'n

It is my opinion that few persons outside of the grain and milling industries appreciate the real economic value of futures trading and of the service it renders to agriculture. This is largely due to the fact that more glamour is attached to the spectacular features of a speculative market. The idea of many persons that the great institution at the head of La Salle Street is a place in which the bulls and the bears meet daily for the primary purpose of twisting each other's tails in mortal combat may be a thrilling and romantic viewpoint, but it fails to portray the essential commercial facts that underlie these activities.

We, in the grain trade, know that from 40 to 60 per cent of the Nation's grain crops are rushed to market every year immediately following harvest. There is not a consumptive demand to take care of this flood of grain and, therefore, the grain must be stored and carried until the demand catches up with the supply. It would be impossible for even the largest and wealthiest processors and grain merchants to finance the stocks of grain that are put away on the run of every crop without the hedging facilities that are offered by the Chicago market. This is for the reason that the bankers consider a futures hedge against cash grain as an integral part of the grain collateral on which they are making a loan.

A very large volume of speculative trade, therefore, is required in the market at all times to afford liquidity which will allow the placing and removal of hedges. The moment the liquidity of the market is affected adversely by unnecessary supervision and regulation, then the value of the grain collateral is depreciated.

Government Co-operating.—At this point, I am glad to be able to advise you all that the Commodity Exchange Administration at Washington is co-operating in every way possible with the officers and directors of the Chicago Board of Trade and other grain exchanges. The members of the Commodity Exchange Administration vigorously support our present system of marketing. They understand and appreciate the economic value of speculation and futures trading and, as far as I know, every economist employed by this Department has defended our present marketing system as being the most economical and efficient system of merchandising grain that has yet been devised.

If anything should happen to our present marketing system, that is, should speculation be curtailed to a point that would seriously affect the liquidity of the futures market, then, in my opinion, there would only be one other course left for those who were to assume the responsibility of merchandising our grain crops. It would mean that the Government would have to step in and take over the entire grain industry. Another bureau would have to be created to assume the responsibility and risks involved in financing and merchandising the crops of the Nation. Judging from the Federal Farm Board fiasco, such a step would result in costing the Nation many times the cost of our present system of handling grain. It is possible that such costs might not be made public, but I can assure you all that higher costs of merchandising would, nevertheless, prevail and would eventually have to be met by the taxpayer.

Hedging by Cash Grain Merchants.—I shall now try to tell you briefly of the hedging operations of my own firm. It is my opinion that our experience in hedging is the same as that of both larger and smaller firms that have religiously hedged every pound of grain they have handled.

When the wheat crop starts to move around the first of July and liberal receipts of new wheat are being received on the Chicago market, my firm, which is one of the smaller grain firms at Chicago, starts to accumulate selective varieties of wheat for which we think there will be a good milling demand later on. At this period of the year when trading in cash grain is active we sell 5,000 bushels of September or December wheat against our purchases of every four cars of wheat and then we usually sell a "job lot"; i. e., a thousand bushel lot, every time we have accumulated eight cars. This means a sale in futures of about 11,000 bushels of wheat against every eight cars, for we roughly figure the cars at about 1,400 bushels each. As this grain is unloaded and we receive elevator weights at the end of each day, we total our long and short positions and then even up our position with the purchase or sale of job lots at the opening of the market each morning. By this method, we aim to keep absolutely even on the market, and we never allow ourselves to trust to our market judgment in being either long or short the market over night or during the day.

Buying in Hedges.—When we receive over night acceptances from mills, we immediately buy in a corresponding number of bushels of our futures hedge at the opening of the market. Frequently, grain merchants will make sales of grain without actually having the grain. In such a case, one usually knows where he can get the cash grain. Such sales are frequently made for scattered deferred shipments. When making such a sale a firm like my own will step in and buy the future as a hedge and will later sell out this future as they buy the cash grain to cover their short sale.

Spreading.—Another good use of the futures market is in a spreading operation. Frequently, at the end of each crop year, our stocks of cash grain will be very low. We are familiar with the grade and variety of wheat that is most likely to be delivered on May contracts, this being old crop wheat. We may feel that during the month of June there will be a demand for this old crop wheat and it will be needed also to blend with new crop wheat. When we anticipate such a demand, we buy May wheat and sell July or September. It is possible that the value of the May contract will later increase very materially in value as compared with the distant future. In such a case, we will have a greater profit in the May future than we have lost in the distant future which we have sold. If we are satisfied with this profit, we may close out such a spread and take our profit out of the futures trades without handling the cash grain. Probably in most instances, however, we actually take delivery of our May contracts and endeavor to merchandise the grain during the month of June and early July at a price relatively greater, as compared with the distant future, than the price we paid for our May contracts.

Loss in Cash Grain Business Recouped in Futures.—All of these are proper uses of the futures market by those engaged in merchandising or processing grain or grain products. It is my belief that in four years out of five cash grain firms, such as my own, that religiously use the futures market for hedging, find that their hedging operations show them a tremendous profit; i. e., their cash grain is actually sold at a loss and the profit is picked up in the futures hedge. Of course, this is not true every year and probably one year out of five they will find that their cash grain is sold at

prices higher than cost, while their hedges will show a loss.

To me, these hedging operations are nothing more or less than price insurance. If such hedging operations are wise and profitable for grain dealers and mills operating in the terminal markets with large storage capacity, I cannot help but feel that such a system would prove equally profitable to the smaller grain merchant or large farmer.

Large Margin of Profit v. Risk in Not Hedging.—It is true that the grain merchant or mill operating at country points may be able to buy his grain in truck-load lots direct from the farmer at a price which allows a greater marginal profit than the relative price paid by those operating in the terminal markets. I think that this prospective marginal profit allows the country grain dealer or miller to feel that he can run the risk of operating without hedging and that he does not require this price insurance which is so essential to those of us operating in terminal markets. No doubt country grain dealers will, in certain years, be able to operate at a greater profit without hedging their grain, but over the course of a number of years, I am very positive that the profits of these operators would be considerably greater if they religiously hedge every pound of grain handled.

In closing I want to say that it seems to me that any institution that has survived wars and panics, depressions and booms, agricultural panaceas and regulatory laws for a period of 89 years, and is still going strong, must have something pretty fundamental to offer in the way of service.

A subsidy of 10 cents per barrel will be paid by the United States government on flour shipped to the Philippine Islands before Feb. 15, and 20 cents if shipped after that date, to aid millers in the Pacific Northwest.

New Method of Marketing Aids Wheat Exports

With the export of wheat resumed after a lapse of years, new methods of marketing are being employed by merchants on the Chicago Board of Trade to recapture and satisfy foreign buyers of this country's surplus supplies.

The result has been, according to Richard F. Uhlmann, that approximately 35 million bushels of United States-grown wheat was shipped abroad the first six months of the current crop year. An additional 50 to 55 million bushels will be exported before July 1, he estimates.

"England, principal importer of wheat, today is buying our shipments on the basis of submitted samples rather than by the old method of certificate final," Mr. Uhlmann stated.

"The new method is expeditious, for normally the import needs of the United Kingdom are known far in advance. It offers, too, the possibility that more of our United States wheat will be used, the chief purpose of the importer being to mix our better milling quality wheat with inferior stocks he already has at hand."

He explained that in selling by sample, type samples are sent in unsealed bags. "The shipper's representative in London takes part of these samples, generally about one pound, and seals same with the buyers," he said. "Both buyers and sellers put their seal on these samples."

"After arrival of the cargo or shipment, samples are taken during the discharge jointly by buyer and seller representatives. These samples again are sealed and if the buyer thinks he has claim for an allowance—in other words, thinks the discharge sample is inferior to the sealed selling sample, he claims arbitration. The arbitrators open both sealed samples and make their award according to their findings."

Letters from the Trade

[The grain dealers' forum for the discussion of grain trade problems, practices and needed reforms or improvements. Dealers having anything to say of interest to members of the grain trade are urged to send it to the Journals for publication.]

Heavy Exports thru Galveston

Grain & Feed Journals: History is being made this year, for never before has any one export port commanded such a large percentage of the total export business as has Galveston this season.

Since July 1, 1937, to Jan. 1, 1938, total wheat exports from all U. S. ports exclusive of flour, totaled 29,780,000 bus., of which 17,305,984 bus. passed out of Galveston. This wheat went to European countries mostly, altho South American countries took large amounts also. Heretofore Atlantic seaboard ports have handled most of the export of wheat.

This heavy exporting of wheat has proven a bonanza for the Texas and Oklahoma farmers. Fully 75% of this wheat came from Texas and Oklahoma farmers, mostly from Texas as we raise the finest quality of dark hard wheat obtainable anywhere and the importing nations have learned the advantage of grinding this dark hard winter wheat instead of the ordinary hard winter they used in former years.

This demand has sustained the premiums on Texas dark hard wheat and it is now selling at the highest basis over the Chicago options than for several years, there having been an advance in value the past few months of about 30c per bushel, from the low point of last summer.—G. E. Blewett, sec'y-treas., Texas Grain & Feed Dealers Ass'n, Fort Worth, Tex.

Margins Too Small for Profit

Grain & Feed Journals: From first hand information it is perfectly clear that many elevators are buying grain on too small a margin. For several years the prevailing margin has been about two cents. Today in many spots it is nearer no margin at all. Private wars not only end in disaster to the belligerents but compel nearby elevators to suffer a loss as well. It is high time that all elevators realize that prospects are for slightly less favorable economic conditions for this coming year than prevailed during the past year.

The recession in business activity the latter part of 1937 still casts its shadow over the nation's economic outlook for 1938. These factors are: the absence of burdensome inventories of goods on hand; the strength of our banking system at present, and the confidence the people have in it; and the fact that no important portion of American industry is seriously over-expanded. Ample credit is available for business expansion, if and when business men in general have sufficient confidence in the future to start more active programs of business activity.

The demand for farm products during 1938 will appear to be less than in 1937. Larger supplies of farm products and the influence of the recession in business will give this appearance. The fact is, that the larger the supply of farm products the lower must be the prices if they are to be moved into consumptive channels, unless buying power is materially increased. From surveys made by the University of Illinois it has been determined but few elevators can make a profit on a buying margin of two cents, and with our economic outlook as it is this is no time for any elevator to start a private war. Rather, it is the time that all should make the attempt to put their business on a sound and safe basis.—W. E. Culbertson, Delavan, Ill.

Courageous Manager Extinguishes Fire

The primary importance of practical fire-fighting knowledge and the ability to apply it instantly, was never better demonstrated than in the case of the recent blaze at Brewster, Kan., that threatened a \$40,000 elevator loss to the Derby Grain Co. To Glenn F. Root, manager of the elevator, and chief of the Brewster volunteer fire department, belongs most of the credit, not only for saving the elevator and its contents, but for holding the loss down to the small sum of \$400.

The efficient handling of a menacing blaze by the alert chief is deserving of the highest commendation. Tactics he observed, not only during the fire and after, but which he practiced as a precaution in anticipation of just such an emergency, will give helpful pointers to other elevator owners and employees.

The blaze was discovered about 4:30 p. m. Dec. 18. Spontaneous combustion had started the fire in a small accumulation of dust which had settled on top of a wooden cob spout between the cleaner and a wall of the middle overhead bin. The elevator had been closed since early morning, due to high winds.

At the cry of "Fire" Manager Root sounded the fire alarm, then ran into the elevator to investigate. The cupola was filled with crackling flames and dense smoke. Danger of explosive dust made foolhardy any attempt to reach the seat of the fire by ladder or manlift. Brewster's volunteer firemen were already arriving.

Quickly Chief Root directed the laying of a fire hose and sent a three-inch stream of water pounding thru the north cupola window directly over the fire. The stream drenched the burning motor platform and sprayed over the flaming interior of the cupola. The broken window freed the confined gases and smoke belched out.

Grasping a garden hose which he had hastily

connected to a small hydrant, Manager Root climbed the leg-well ladder to the cupola, crashed open other cupola windows to clear the atmosphere and with his garden hose, fought the flames to a finish. A brief stream of water was directed to drench the cob spout and at short intervals the cob house door was opened to extinguish burning pieces that drifted down from the cupola, then quickly closed again.

Most of the water fell into the middle overhead bin, draining thru 250 bus. of wheat into the pit, thence to the boot. Out of the 20,000 bus. of wheat in the elevator the 250 bus. alone were damaged.

Speaking of the fire later, Manager Root, in the role of fire chief, said: "Brewster's volunteer fire department boys are to be highly complimented. They did an efficient job."

A constant watch was so closely maintained thruout the night following the blaze that when a small ember burst into a flame about nine o'clock a cup of water was sufficient to extinguish it.

The efficient control of the fire not only won the admiration of all citizens, but the commendation and awards of the Grain Dealers Mutual Fire Insurance Co.

The Wheat Situation

Seven to eight months before the harvest of another crop Canadian supplies of common bread wheats are reduced to domestic needs plus what, in pre-depression years, was considered a normal carry-over for the end of the season. So concentrated was overseas buying in the first months of the season that clearances of hard wheats from now until 1938 wheat is available must necessarily be very limited.

On Dec. 31, 1937, we calculate that there were available for human consumption about 63 million bushels of common wheats, 43 millions reported officially in the visible supply and another 20 millions in farmers' hands still to market.

During the remainder of the crop year Australian and American wheats will form the mainstay of European importers' requirements, supplemented by as much Canadian wheat as they can lay their hands on, some Russian, probably 10 millions, part of which may come out in the spring, 30 millions from Danubian countries and another 10 millions from other countries.—James Richardson & Sons.

Smutty Wheat Receipts

During the crop year beginning July, 1936, 16,670 or 5 per cent of the 335,778 cars arriving at terminals in the United States were graded smutty.

Smut is more prevalent in the Pacific Northwest, where 203 out of 588 cars arriving at Lewiston, Idaho, were graded smutty; 322 out of 2,132 at Astoria, 738 out of 3,810 at Pendleton, 2,039 out of 8,768 at Portland, Ore., 601 out of 4,006 at Ogden, 116 out of 416 at Salt Lake City, Utah, 2,594 out of 19,086 at Spokane, 1,290 out of 8,544 at Tacoma, 874 out of 5,926 at Seattle, 826 out of 3,390 at Vancouver, Wash., were graded smutty.

Ft. Worth, Tex., had 1,037 out of 9,230 cars graded smutty, San Antonio 84 cars out of 1,134.

At Mansfield, O., 39 out of 370 cars graded smutty.

Baltimore, Md., had 240 cars smutty out of 1,789; Lawrenceburg, Ind., 74 cars out of 834.

Chicago received only 212 cars of smutty wheat out of 15,613; and Kansas City, Kan., only 256 out of 17,682, while Kansas City, Mo., had only 319 out of 17,855 cars.

St. Louis and East St. Louis ran light in smut with 118 cars out of 9,045, as reported by R. J. Haskell and E. G. Boerner of the Bureau of Agricultural Economics in a special report No. 22 on "Smutty Wheat."



Glenn F. Root, Brewster, Kan., Saves Elevator from Flames.

Grain Elevator Accidents and Protection

By H. L. KENNICOTT, Secretary, Lumbermens Mutual Casualty Company.
Before Indiana Grain Dealers Ass'n. See Chart on Outside Front Cover Page.

Grain elevator operators are liable by statute or at common law for occupational injuries and diseases suffered by their employees.

They may be liable by law on account of negligence for bodily injuries suffered by other persons who are not employees, and for property damage.

They may have made themselves liable by contract because of a railroad lease or sidetrack agreement for bodily injuries and property damage that would not otherwise be their liability under the law.

Thus, grain elevator operators may have three kinds of liability—statutory, common law, and contractual.

All of this can be covered by insurance. Any grain elevator operator who is not sure he is properly covered should see his insurance representative about it.

Most grain elevator operators are subject to the compensation act. If they have not complied or if they are not subject, they are liable at common law for accidents to employees, without the defense of assumed risk, contributory negligence, and fellow servant.

Many grain elevator operators are under the occupational diseases act. Comparatively little evidence of occupational disease has so far been found in the grain elevator business. More may be discovered and surely will be alleged, so it is better to be under the act, insurance against which liability is cheap, than possibly be liable at common law, probably without insurance.

That is perhaps enough to say about liability on account of employees, except to point out the chart reproduced herewith shows the causes of 1,000 accidents to grain elevator employees.

The main causes in the thousand accidents in their order of frequency, are:

Handling objects	319
Falls of persons	158
Striking objects	136
Machinery	111
Particles in eye	94
Falling objects	88
Infections	34
Hand trucks	25
Miscellaneous	35

It is apparent that most of the accidents to employees in grain elevators are due to carelessness—either carelessness of the employer in not providing safe working conditions, or carelessness of the employee in the simple acts of walking, climbing, pushing, hauling and carrying. There is comparatively little to be done in the way of additional safe-guarding of machinery. Accident prevention in the grain elevator is largely a matter of bountiful light, strong ladders, safe stairs, good housekeeping generally, and, most of all, alert, careful employees.

This is a vertical industry, with lots of climbing to be done. It means keeping ladders, stairs and man-lifts in prime condition, and exercising close supervision of employees, to prevent accidents.

Preventing accidents not only saves your employees and their families from suffering, for which no money compensation could ever fully compensate, but it saves you money through uninterrupted operations and through lower insurance rates. You can insure your liability under the workmen's compensation and occupational diseases acts, but in the long run you must pay for the accidents and losses through your own premiums. Carelessness of

individuals is a concern of the whole trade because it affects the insurance rates of all.

Accidents to the Public. Let us consider in more detail accidents to the public. Many grain dealers are not properly protected against liability to the public for accidents. One reason is that such insurance is not indirectly required by law, as in the case of compensation insurance, which most of you carry. Another reason is that accidents are not known about, so if you don't have one you may think they are few. Instead, they are more numerous than fires, only fire is a good advertiser, with smoke and flames, sirens and clanging bells, and people shouting, "Fire! fire!" So practically all of you carry proper fire insurance.

Minimum public liability protection for the grain elevator operator is automobile insurance on his motor vehicles and a manufacturers' public liability policy on his grain elevator operations.

Passing by the automobile policy, with which you are all familiar, let us consider the manufacturers' public liability policy.

You know what the manufacturers' public liability policy covers. Let us therefore consider some things, in addition to vehicle accidents off the premises, that policy does not cover.

It does not cover passenger or freight elevators, manlifts or air-dumps.

It does not cover any damage to property.

It does not cover liability assumed by law, such as contractual liability under a railroad lease or agreement.

It does not cover liability for consumption or use of products, such as grain or feed fed to animals, or flour consumed by humans, or "kerosene" that turns out to be gasoline.

It does not cover on account of new construction, structural alterations or extraordinary repairs on your premises.

All of these items not covered by manufacturers' public liability policy can be covered by special endorsements and separate policies, though it does not always occur to the grain elevator operator to ask for the protection before it is needed.

A better and much cheaper coverage is the special Preferred Mill and Elevator Liability Policy. You would be fully covered with that policy, endorsed if there were new construction, and with an accompanying product liability policy if desired.

Then you would have coverage for all of the items enumerated that are not covered by an ordinary manufacturers' public liability policy in addition to those so covered.

Following is a list of accidents to the public reported at mills and elevators, as many as could be closely written on both sides of a long sheet. All of these were covered by the Preferred Mill and Elevator Liability Policy, but would not have been covered by an ordinary manufacturers' public liability policy:

SIDE-TRACK. *Kentucky.* R. R. car jumped the track, damaging fence and other property on premises adjacent to grain warehouse. (1-L-5626.)

Michigan. Freight car being spotted by flour mill employees for loading struck and damaged an automobile. (11-L-8057.)

DUMP. *Indiana.* Customer's truck being dumped at grain elevator dropped and was damaged. (1-L-2283.)

MAN-LIFT. *Indiana.* Son of manager went up on man-lift to find young sister, who

was hunting bird's eggs. Cable broke, safety-dogs failed to operate, and boy was plunged to bottom, suffering severe injuries to right foot. (1-L-1070.)

HOIST. *Indiana.* Farmer's truck slipped off the hoist in grain elevator and was damaged. (1-L-4869.)

MAN-LIFT. *Oklahoma.* Employee of accountancy firm, checking inventory of wheat in elevator, suffered injury while using electric man-lift. (13-L-382.)

RAILROAD. *North Dakota.* While customer was loading his wagon from car on side-track, his four-horse team was frightened by and collided with passing freight train on main track, causing death of one horse and destruction of harness. (1-L-4567.)

MAN-LIFT. *Oklahoma.* Visitor at mill failed to get off man-lift at the bottom or let go of hand-hold, and was dragged and injured about the shoulder and head (12-L-260.)

DUMP. *Indiana.* Wagon hook on hoist broke and let heavy truck drop with load of wheat, causing damage to truck frame and axle. (1-L-3826.)

SCALE. *Indiana.* Load of shelled corn fell through scale, and truck was damaged. (1-L-4003.)

HOIST. *Indiana.* Farmer's truck fell and was damaged when hoist chain broke. (1-L-4072.)

SPOUT. *North Dakota.* While elevator employee and farmer were sacking corn, overhead spout became detached and broke windshield of farmer's car. (1-L-5435.)

PAINT. *North Dakota.* Coal shed at elevator was being painted and wind blew some aluminum paint on farmer's car parked nearby. (1-L-5427.)

DUMP. *Montana.* Farmer's truck in grain elevator was dropped from hoist, causing damage to steering gear, bent axle and crushed exhaust pipe. (1-L-5280.)

DUMP. *Ohio.* Hoist cable broke in grain elevator, causing wagon to drop, breaking bolster and cross-piece. (16-L-252.)

ELECTRICITY. *North Dakota.* Horse fell dead and farmer claims it was electrocuted because "220 ground occurred in leg motor connection, causing charge outside" where team was standing. (1-L-5142.)

MAN-LIFT. *Indiana.* Farmer getting a load of coals went up man-lift to enter bin. After he got off, man-lift kept going and caught his arm, breaking bones in three places. (1-L-2599.)

HOIST. *Indiana.* Truck was dropped and damaged when cable came loose. (1-L-2721.)

DUMP. *Illinois.* Customer had just dumped load of corn, and claimant (in absence of elevator employee) left his own team to replace tail-gate for him. Customer said "get up" and both teams started. One of claimant's horses stepped into dump, was injured and later died. (1-L-2344.)

AIR-HOIST. *Illinois.* Farmer boy standing on footboard of wagon-load of corn was pinched against ceiling timbers when air-hoist raised front wheels of wagon. (1-L-2200.)

Complaint that prices are fixed secretly by the National Bituminous Coal Commission has been made by F. O. Wallene, director of public utilities of Cleveland, O.

No income tax is paid by the Missouri Farmers Ass'n, Producers Produce Co., and Producers Creamery Co. in Southern Missouri, giving them an advantage over other concerns in the same business and not exempted from income tax.

Washington, D. C.—Eugene C. Auchter has been appointed chief of the Bureau of Plant Industry, succeeding Frederic D. Richey, who will engage in professional corn breeding.

Crop Reports

Reports on the acreage, condition and yield of grain and field seeds are always welcome.

Portland, Ore., Jan. 11.—Prospects for the new winter crop are good in all parts of the northwest and in some sections are the best they have been at this date for several years.—F. K. H.

Decatur, Ill., Jan. 22.—Winter wheat very short. The plant has not made the growth it ordinarily does but for the most part farmers are not concerned but believe that it is all right.—Baldwin Elvtr. Co.

Princeton, Ind.—The condition of winter wheat in Gibson County is somewhat improved during the past three or four weeks, according to a report just made by C. E. Skiver, wheat specialist of Purdue University at Lafayette.—W. B. C.

Petersburg, Ind.—Growing wheat in Pike County and adjoining counties, is looking unusually good for this season of the year. There have been no sudden freezes and thaws up to this time and the growing grain has progressed nicely.—W. B. C.

Ottawa, Ont., Jan. 21.—The dominion bureau of statistics, in its third estimate of Canada's 1937 grain crop, placed the wheat harvest at 182,410,000 bus. on an acreage of 25,570,200. This represented the smallest crop since 1914 and the fifth successive harvest of less than 300,000,000 bus. The third estimate was 95,000 bus. lower than the second. The 1937 oat production was estimated at 268,442,000 bus., lowest since 1910.

Wheat maintained its position as the most valuable crop in Oklahoma, with 62,453,000 bus. worth \$54,959,000 produced during 1937 compared with a total crop value of \$27,245,000 during the year of 1936. The 1937 corn crop is valued at \$17,101,000 compared to a 1936 evaluation of \$12,596,000. Barley doubled its valuation in 1937 reaching a figure of \$1,198,000 compared with 1936's \$546,000 and Rye soared from \$137,000 in 1936 to a total value of \$214,000 in 1937.—L. H.

Winchester, Ind., Jan. 15.—I drove in Central and Northern Indiana this week something over 400 miles, right thru the best farming country in the state. Wheat looked good, although it was very, very short. We have had a rain occasionally and it is sticking to the ground in splendid shape. In talking to farmers we met at the different elevators we called on, we found no complaint of wheat deteriorating. The early sown wheat has not made the growth it ordinarily does on account of the dry weather.—Goodrich Bros. Co., P. E. Goodrich, pres.

Minneapolis, Minn., Jan. 21.—Conditions at the present time do not point to a bountiful season for wheat and rye this year. Large areas of

the Great Plains are deficient in moisture, both surface and subsoil, and will need good rains during the growing season to produce average yields. Late snows have built up the snow covering in North Dakota and Montana. While this form of precipitation usually runs off in the spring, a certain amount soaks into the ground. Although soil conditions are not back to normal by any means, more optimism exists this year than in any since 1933. South Dakota, on the other hand, has not yet recovered from the drought. Canada is also very optimistic, having recovered to some extent from last summer's drought with the return of normal fall precipitation. Both Missouri and Iowa are still comparatively dry. However, Iowa has received some relief in the form of snow covering. East of the Mississippi River conditions are generally good. Reports indicate that the wheat has stood well in most sections, and with normal conditions from now on good crops are in prospect.—Cargill Crop Bulletin.

Buffalo's Busy Year

By GEORGE E. TOLES

An unusually heavy movement of corn sent out of Buffalo for export this season raised the total grain shipments from here by rail for export from about 6,000,000 bushels in 1936 to 16,116,171 bushels in 1937—the highest total since 1931.

One forwarding company paid \$2,000 in overtime wages during the last week of December before the expiration of the low grain rate in order to get grain loaded into cars.

A total of 85,420,410 bus. of grain were received in the Port of Buffalo this season, including grain for winter storage. Cities from which corn and wheat were sent to Buffalo and figures in bushels for these two leading cargoes are:

City	Wheat	Corn
Ft. William	12,299,504	.....
Duluth	23,750,502	3,562,675
Chicago	14,155,269	4,897,780
Milwaukee	4,509,452	.....
Montreal	15,581	3,470,936
Three Rivers	.....	2,735,920
Sorel	.....	781,650
Quebec	.....	19,410
Prescott	.....	15,427
Kingston	69,653	.....
Goderich	149,939	.....

At the big Canadian Pool terminal the movement of grain this fall at times has averaged 150 cars a day, participating in the heaviest seaboard movement of corn in years.

The export business in corn at Buffalo is quite the reverse of the situation last year when many cargoes of Argentine corn were brought here for shipment to interior U. S. points.

Buffalo's winter grain fleet fell far short of earlier expectations this year. While complete figures on the volume of grain in store in boats anchored behind the breakwall are not available, unofficial estimates place the total far below a year ago.

A banner movement through this port is expected next spring if the British preferential on Canadian shipped grain is removed under the reciprocal trade treaty now being negotiated.

Grain Movement

Reports on the movement of grain from farm to country elevator and movement from interior points are always welcome.

Enid Okla.—With the price of wheat 91c to 93c a bus., 10c higher than two weeks ago, the movement of wheat thru the Enid terminal is about double that prior to the increase.—L. H.

Decatur, Ind., Jan. 22.—Corn picking up a little more moisture each week. Corn moved the latter part of November showing 16.5% moisture, now carries 18 to 18.5%. Some shipments showing up with moisture running as high as 22%. Country offerings of corn have been light and primary receipts about half the volume of a week ago.—Baldwin Elvtr. Co.

San Francisco, Cal.—December receipts in grain as compared to 1936, in tons, were as follows: 1937, wheat, 2,830; barley, 2,297; oats, 160; corn, 520; beans sacked, 27,900; hay, tons, 308. For 1936, receipts, in tons were, wheat, 120; barley, 340; oats, 80; corn; beans sacked, 3,000; hay, tons, 668.—D. Belknap, sec'y San Francisco Grain Exchange.

Latah, Wash.—The ill-wind of slumping grain prices is an appetizing zephyr to Palouse county hogs, which are dining on a large share of Whitman county's 10,000,000-bu. wheat crop. Farmers say that feeding of wheat to stock is becoming general and that much of the expected 1937 "carry over" may go to the market as pork and beef and mutton.—F. K. H.

Duluth, Minn.—A heavy corn movement is building up elevator stocks, holdings on Jan. 22, being reported at 5,247,000 bus. Some houses are getting pretty well filled, and there is some talk of re-opening the Globe elevator system, closed last fall on account of a lack of grain supplies. This would shift some of the present holdings from the Duluth Peavy Terminal to the Globe and provide more space for incoming grain. There is still plenty of storage space available, as present holdings are only 14,810,000 bus., against a capacity of nearly 47,000,000 bus.—F. G. C.

Portland, Ore.—Northwest cereal shipments since July 1 have exceeded those for the same period of last year by more than 1,000,000 bus., according to the Portland Merchants Exchange, which reports 14,244,887 bus. shipped from the northwest in the form of grain or flour thus far this season, compared with 12,890,436 bus. last year. Columbia river district shipped 4,753,025 bus. of wheat and 786,037 bbls. of flour, compared with Puget Sound's shipments of 1,388,811 bus. of grain and 1,014,041 bbls. of flour. Europe has been the outstanding buyer of grain

The Flaxseed Crop

Minneapolis, Minn., Jan. 15.—Taking the Argentine Government's Dec. 15th estimated production of 62,400,000 bus., add to it around 3,500,000 to 4,000,000 bus. of Uruguayan seed and deduct around 7,000,000 for home consumption, you will arrive at something over 59,000,000 bus. for export and we must say, a favorable comparison with Broomhall's estimate. Evidently now that threshing results are known from over a wider area, it shows that the total damage by drought, grasshoppers and frosts was greater than earlier estimates indicated. In order that readers may compare the above estimates with actual shipments during 1935 they were 74,600,000 bus.; for 1936, 61,000,000 bus., and for 1937, 73,400,000 bus.

The first government estimate of the area sown to linseed in India has been placed at 2,948,000 acres. This is an increase of 192,000 acres over the first estimate of last year and 646,000 acres less than the final acreage reported last year. The new crop is in good condition and if nothing happens between now and harvest, which is still nearly two months away, India should have a fair sized production this year.—Archer-Daniels-Midland Co.

Daily Closing Prices

The daily closing prices for wheat, corn, oats, rye, barley and soybeans for May delivery at the following markets for the past two weeks have been as follows:

		Wheat													
		Option	High	Low	Jan. 12	Jan. 13	Jan. 14	Jan. 15	Jan. 17	Jan. 18	Jan. 19	Jan. 20	Jan. 21	Jan. 22	Jan. 23
Chicago	.....	132½	85½	96¼	98½	97½	97¼	97¼	97¼	96½	95¼	95¼	94½	95½	96
Winnipeg	.....	130½	102½	126½	127½	125½	125½	125½	124½	124½	125½	125	126	127½	127½
Liverpool*	.....	.....	109½	113½	113½	111½	111½	111½	114	113½	114½	114½	114½	114½	114½
Kansas City	.....	118½	81½	96¼	97½	96¾	96¾	96¾	96¾	96¾	93¾	95	93¾	94½	95
Minneapolis	.....	121½	90¾	106¾	108¾	107¾	107¾	107¾	107¾	107¾	105¾	106	104¾	105¾	106½
Duluth, durum	.....	93¾	78¼	92¼	93¾	91¾	91¾	91¾	91	89½	90¼	89½	89½	90¼	90¾
Milwaukee	.....	119	85¼	96¾	98¾	97¾	97¾	97¾	96¾	95¾	95¾	94¾	95¾	95¾	....
		Corn													
Chicago	.....	81	55¾	61	61¼	60¾	60¾	60¾	60¾	60¾	60¾	60¾	60¾	60¾	60¾
Kansas City	.....	70	52¾	58½	58½	57¾	57¾	57¾	58	57½	58	58	58½	58½	58½
Milwaukee	.....	70¾	55½	61	61¼	60¾	60¾	60¾	60¾	60¾	60¾	60¾	60¾	60¾	60¾
		Oats													
Chicago	.....	42½	28¼	32	32¼	31¾	31¾	32½	32½	31¾	32½	31¾	32	32	31¾
Winnipeg	.....	51	41¼	49	49¾	48¾	49	48¾	48¾	48¾	48¾	48¾	48¾	48¾	48¾
Minneapolis	.....	30¾	26¼	29½	29½	29¼	29¼	29¾	29¾	29¾	29¾	29¾	29¾	29¾	29¾
Milwaukee	.....	33¾	28¾	32	32½	31¾	32	32	32	32	32	32	32	32	31¾
		Rye													
Chicago	.....	84	63¾	75¾	77	76	75¾	75½	75¾	74¼	74¾	74¾	74¾	74¾	75
Minneapolis	.....	75½	59¼	71¾	72½	71¾	71¾	71	70¾	69¾	70	69¾	69¾	70¾	70¾
Winnipeg	.....	95½	69¼	83¼	85	83½	82¾	83½	83¾	83	84¼	83¾	84	84¾	85¼
Duluth	.....	75½	67¼	74¾	75	74	73¾	73¾	73¾	72	72	72	72	73	73
		Barley													
Minneapolis	.....	55½	43¾	52	52½	51¾	51	51¼	51	50½	50¾	50¾	50¾	51	51½
Winnipeg	.....	65¾	53¼	64¾	64¾	63¾	62¾	63¾	63¾	63¾	64¾	64¾	64¾	64¾	64¾
		Soybeans													
Chicago	.....	106¼	93	100	100½	101½	104¾	105½	104	105	104¾	104¾	105¼	105¾	105¾

*At daily current rate of exchange.

from both districts, while Atlantic and gulf ports led in purchase of flour.—F. K. H.

Winchester, Ind., Jan. 22.—Corn is still in a pretty active movement in our part of the state. We had to go out of the market more than a week ago, haven't bought a car load altho we could have bought a hundred cars in the time if we had had room to store it, transfer and dry it. We are still running 7 days a week, 24 hours a day and we hope to get the glut cleaned up this coming week. Corn is of wonderful quality, carrying about as much moisture as it did 3 or 4 weeks ago. Average moisture this week 21% to 22½%, with an occasional car from the western part of the state running 19%.—Goodrich Bros. Co., P. E. Goodrich, pres.

New York, N. Y.—Receipts and shipments of grain during December, 1937, as compared to December, 1936, follows: in bushels, 1937, received, wheat, 2,055,833; corn, 1,541,200; oats, 15,400; rye, 236,300; barley, 394,400; millfeed, 55 tons; shipments, wheat, 1,418,000; corn, 1,285,000; oats, rye, 477,000; barley, 293,000; clover seed, 3,250; millfeed, 188 tons; in 1936, receipts, in bushels, wheat, 8,109,091; corn, 733,000; oats, 171,000; rye, 1,700; millfeed, 60 tons; shipments, wheat, 2,917,000; corn,; oats,; rye,; barley,; clover seed, 2,364; millfeed,—Dept. of Information & Statistics, Produce Exchange.

Cincinnati, O.—Receipts and shipments for December, 1937, in bushels, as compared to December, 1936, were as follows: receipts for 1937, wheat, 236,800; shelled corn, 201,000; oats, 104,000; rye, 7,000; barley, —; grain sorghums, —; buckwheat, 1,400; feed, 1,440 tons; hay, 880 tons; for 1936, wheat, 116,800; shelled corn, 700,500; oats, 136,000; rye, 9,800; barley, 3,200; grain sorghums, 1,400; buckwheat, 7,000; feed, 1,020 tons; hay, 1,628 tons. Shipments (from elevators and warehouses only) 1937, wheat, 358,400; shelled corn, 105,000; oats, 44,000; rye, 8,400; for 1936, wheat, 171,200; shelled corn, 339,000; oats, 48,000; rye, —; no record was at hand on shipments for barley, grain sorghums, buckwheat, feed or hay for either year.—John O'Hara, Weighing Inspector, Cincinnati Board of Trade, Inc.

Ottawa, Ont., Jan. 20.—Canadian wheat in store for the week ending Jan. 14, 1938, decreased 844,917 bus., compared with the previous week and decreased 51,226,373 bus., when compared with the corresponding week in 1937. The amount in store was reported as 55,817,438 bus., compared with 56,662,351 bus. for the previous week and 107,043,811 bus. for the week ending Jan. 15, 1937. The stocks of 55,817,438 bus. include 14,108,565 bus. of durum wheat. Wheat marketings in the Prairie Provinces for the week ending Jan. 14, 1938, amounted to 2,132,273 bus., an increase of 1,245,920 bus. from the previous week when 886,353 bus. were marketed. During the corresponding week a year ago, the receipts were 809,201 bus. For the 24 weeks ending Jan. 14, 1938, and Jan. 15, 1937, 101,293,872 and 140,123,666 bus. respectively were received from the farms.—R. H. Coats, Dominion Statistician.

Government Report on Country Stocks

Washington, D. C., Jan. 24.—Interior stocks of wheat as of Jan. 1 are reported by the Department of Agriculture as follows:

	1938	1937	1936	1935
Interior mills and elevators	116	80	81	92
Farm stocks	209	128	163	146
Commercial stocks	95	62	77	91
Total, bus.	420	270	321	329
Merch. mill stocks	99	105	106	

Grain Exports and Imports

Exports of grain from July 1 to Dec. 1 amounted to 33,270,000 bus. wheat and wheat as flour, 9,285,000 bus. barley, 5,688,000 bus. oats, 3,388,000 bus. rye, 2,033,000 bus. corn, and 71,692,000 lbs. of soybeans; compared with 9,191,000 bus. wheat and wheat as flour; 3,979,000 bus. barley, 377,000 bus. oats, 1,000 bus. rye, and 302,000 bus. corn during the like period of 1936, as reported by the Bureau of Foreign and Domestic Commerce.

During November only 177,000 bus. of corn was imported, against 6,263,000 bus. in November, 1936, and for the 11 months from Jan. 1 to Dec. 1, 86,186,000 bus., against 27,041,000 bus. for the like period of 1936.

Indiana Soft Wheats

By DON B. JENKINS, Noblesville, Ind., before Indiana Grain Dealers Ass'n

Soft red winter wheat comprises about 30% of the total wheat acreage of the United States. Most of the wheat grown in the Eastern half of the United States belongs to this class. Indiana, this fall, ranks fourth in point of acreage seeded, but we can easily rank second in point of yield. There are at least seventy distinct varieties of soft red winter wheat known by nearly four hundred different names given commercially in the United States, and many additional varieties are grown experimentally. These varieties differ widely in yield; adaptation, milling, baking and other characteristics. Soft red wheats are generally best adapted to humid areas where the winters are not too severe, they are able to withstand the effect of excessive moisture better, than most of the other wheats, but are less resistant to droughts.

Many grain men and millers believe that while a new variety of wheat may be very desirable at the time of its introduction, yet it immediately commences to deteriorate in quality, and, after a few years becomes worthless. Many observations may be cited to support such belief. Indiana has always enjoyed the enviable reputation of being the one state where true types are produced. Years before 1910, such varieties as Rudy, Fultz (Beardless), Poole (Beardless), Jones' Fife (Beardless) and Fulcaster (Bearded) were making their contribution to a flour that even our foreign neighbors recognized as unbeatable. Thanks to progress, we have since added to this list such types as Gladden, Trumbull, and Fulhio. There are numerous others, but for various reasons, classification here is omitted. I should be very indiscreet, indeed, if I here would attempt to express a preference of types for the entire milling industry of the State of Indiana, yet certain fundamentals in every well regulated industry must be observed and the flour buyer is the ultimate destination for the major portion of our crop, his requirements have become quite modern. We are compelled to think more in terms of protein, ash, viscosity and pH content of flour, these factors are controlled entirely by the variety of wheat. Man has no method for regulating the climate, therefore

the strength and quality of wheat will always vary from season to season. However, many of the under extremes in strength, can be leveled out by correct farm practices, and by growing the most desirable varieties, which, as far as my personal experience, has developed, types, such as the earlier established varieties, with the addition, perhaps of Michigan, Amber, Gypsy, or Mediterranean, are very much to be preferred, with a very definite disapproval for Red Wave.

Better varieties will come in the future, because plant breeders, at our colleges, are continually developing new varieties both by selection and hybridization, eight and ten years being required to definitely classify types from standpoint of farms, millers and bakers.

Yield per acre is the most important factor of quality to the farmer. Unless a variety is high yielding, it will not be grown. A high yielding variety is, under our present marketing conditions, likely to be grown even if the quality for the miller and the baker is not as good as it should be. By introducing high yielding varieties which also possess the desired strength, the plant breeder offers the most satisfactory method for crowding unwanted varieties off the market. Unless a variety possessed desirable characteristics, its average yield usually drops and it is automatically eliminated. Statistics prove that Indiana wheat and flour made therefrom is preferable for certain type of baked goods because all thru the years that rigid adherence to producing varieties of wheat which only Indiana can excel, due to our natural advantages of soil, climate and approximately thirty inch rainfall per annum has been outstanding.

Service of Country Elevator.—The bargaining for and collecting together of this raw material, we term wheat, is a major operation. The country elevator operator is a majority participant in this great process. He has always furnished a local market for farmers grain, and his place of business is open every day for the convenience of the community. He keeps the farmer informed of market conditions, both at home and abroad, he can, and does, pay the farmer cash for his grain when hauled to the elevator. The country elevator man is constantly urging the farmer to better his seed selection. He is the retailer of the grain trade. If it were possible to produce each month of the year just sufficient wheat for the next month's consumption, then wheat could flow direct from farmer to mill, to baker and to your table without intervention of the middleman, but with a crop produced during a few short summer months, seeking a market at harvest time, the reserve storage of the country elevator system furnishes the most economical means of distribution. It is interesting to note that this system is in no sense the result of today's version of a "Planned Economy." It grew and developed in response to an economic demand, a very definite part of the development of a new country producing, in the most fertile soil in the world, supplies for the world's bread basket.

Milling Practices.—In the transformation of wheat into flour, no greater change has come about than in the methods of milling. Flours are now manufactured for every baking purpose, and it is not accurate to say that one flour is good and another poor, unless we indicate for what purpose it may be good or poor. In the modern roller mill, the wheat kernel is reduced and separated into numerous fractions, or streams of varied character. By combining streams suitable for flour, a variety of grades will result according to the number and character of the streams united. The yield of



Don B. Jenkins, Noblesville, Ind.

flour by combining all suitable streams is about 73 to 77%; the balance of 23 or 27% is bran, germ and shorts and goes to feed. Flour is really divided into four grades. Patent, straight, clear and low grades, but vastly different percentages of each may be the result of individual mill's processes.

We millers, of Indiana, are fully aware of the development of modern commercial bakery practices, with its high speed mixing machinery, and the necessity for the use of high protein content wheats, yet with some modification of mixing machinery and shop practice, very excellent bread can be made. Similarly, excellent bread can be made in the home. Realizing this situation in a big way, our millers have been giving thought and action to the milling of Indiana's choice soft wheats into flour with which the bulk of flours milled from hard wheats cannot seriously compete. It becomes quite clear therefore that the bulk of our soft wheats are essentially suitable for milling flour for bread, cake, biscuits, crackers, pastry and other specialty flours.

Now that I have mentioned protein and ash, perhaps a definition of each would be in order:

Protein is a term to designate the whole group of nitrogenous fats. That is, all the compounds containing nitrogen. Many laboratories determine the proportion of protein rather than gluten. Protein and gluten, however, are not identical, altho gluten constitutes the bulk of protein in flour. Gluten in wheat is not present as gluten proper, but as two distinctive proteins (gliadin plus glutenin) which combine to form what is termed gluten upon the addition of water. The quantity and quality of gluten determine the baking qualities of a normal flour.

Ash, or the mineral matter in flour is the residue left after thorough burning. It consists mainly of phosphates. The ash content varies with the grade of flour and character of wheat. Indiana soft wheat flours have lower ash content in corresponding grades than most other types.

Driveway Observations

BY TRAVELER

SEVERAL of the latest model trucks, particularly those with cab over engine, have wide tread front wheels. The spread is enough wider than the platforms of some pneumatic truck lifts that the front tires ride the side members of the frame inclosing the platform.

Grain elevator operators have mastered this problem in some cases by ordering new and wider platforms and platform frames for their truck lifts; in others by employing an acetylene welding outfit to cut and build out the platform frame wide enough for the wide tread trucks.

* * *

CORRAY BROTHERS over at Urbana, Ill., have never been quite satisfied that just because something has been done in a certain way by practically everybody for a great many years it has to continue being done in that way.

Their latest innovation is lowering the scale beam stand so that it may be balanced efficiently from a sitting position in an ordinary chair.

The office desk (used by both Fred and Frank Corray) has been moved against the office wall at right angles to the new position of the scale beam.

Now the business of weighing loads of coal and grain interfere little with the keeping of accounts, checking of records and correspondence. Whoever is at the desk needs only to swing a quarter way around in the chair to face the scale beam at its new level, or for that matter, just reach out an arm to balance it.

Corn borers may be successfully controlled by spraying with ground derris, nicotine tannate or phenothiazine.

Death of John R. Mauff

John R. Mauff passed away Jan. 17 aged 66 years. For the six years 1917 to 1923 he was secretary of the Chicago Board of Trade.

Born in Chicago and educated in the public schools he became a messenger for Foss, Strong & Co., with which firm Diamond Jo Reynolds was connected, and who later employed Mr. Mauff as secretary of E. M. Dickey Co., of Dubuque, Ia., owned by Reynolds. When Mr. Reynolds died in 1891 Mr. Mauff returned to



John R. Mauff, Chicago, Ill., Deceased.

Chicago to administer the Reynolds estate and for several years was associated with H. J. O'Neill, the barley king, in the Chicago-O'Neill Grain Co., and as a barley expert was employed by Adolphus Busch.

Later associated with the National Consumers League in New York he fought for truthful labeling of brewery products and saw his campaign incorporated in the law.

He has served the Board of Trade as director and vice pres., and executive vice pres. He served a term as president of the Council of Grain Exchanges.

As a close friend and associate of the late Arthur Cutten Mr. Mauff wrote articles designed to hold warehousemen in greater responsibility to buyers in the pit, one result of which is the present arrangement whereby the Chicago elevator operators assume the liability, not required by law, for grain going out of condition in store. For this work a court awarded him judgment for \$10,000.

A. E. Darby, sec'y of the Winnipeg Grain Exchange, recently told the Royal Grain Commission that conditions prevailing on the Winnipeg exchange differ from those existing on the Chicago Board of Trade and other U. S. exchanges, and there was no need for legislation along the line of the Commodity Exchange Act. He pointed out, however, that the exchange was not opposed to the appointment of a supervisor whose observations and experience might result in improvement of exchange regulations and practices.

Margins Sacrificed to Cutthroat Competition

By L. A. GARNER, Lawrenceburg, before Indiana Grain Dealers Ass'n.

There isn't a man in this hall who isn't interested in making money, but with the government constantly "poking" around in your business, with the state law that requires you to pay \$1.00 for every \$100.00 you handle regardless of whether you make or lose money during the year, and with truck competition growing by leaps and bounds, with the cost of your help, the cost of upkeep and miscellaneous other overhead expenses, tell me how on earth you expect to dig up a living or even to prevent financial reverses unless you buy your grain on a reasonable margin and take discounts on off-grade grain?

Of course, I realize the farmer may be a good friend of yours and you like to pay him all you can, and you may hate to take discounts lest you hurt someone's feelings, but when that grain goes to terminal markets they don't pay you premiums or waive discounts because "you're a nice fellow." Oh, no—your grain must measure up or you'll take the rap, for terminals have their problems too and are compelled to toe the mark just as you and I.

Frequently a grain buyer will overbid the market for grain because he distrusts his competitor and wants to keep one jump ahead of him. But what has brought about this distrust of his competitor? Surely not any actual violation of agreements on this particular competitor's part, for he happens to be one of those staunch, upright and honest fellows, man enough to keep his word.

The answer to much distrust breeding is in the acceptance of rumors. Farmer Brown, who goes to church every Sunday and who wouldn't steal a dime, seems to have no scruples about telling a grain buyer that certain competition is paying 1c or 2c per bushel more and advising that he'll take his grain there, which is simply a gesture, in many cases, to inveigle you to give him a better price.

Do you immediately phone your competitor, while the farmer is in your office, to check that rumored price? Certainly not, some of us think, "Darned if I'll let him think he's able to hurt me or make me holler! I'll just pay ½c more per bushel and show him."

Now the vicious cycle has started—and where does it stop? Two innocent men are thereby drawn into a price war that ends only after each has given away his profits, each would like to cut the other's throat, and one or the other has to quit because his funds are exhausted.

I know how this works, for our firm operates 20 country elevators, in the purchase of grain, and the times have been frequent when some competitor will phone and tell me that farmer so and so sold wheat to one of our elevators and was paid so much more per bushel than the established price for that territory. I immediately check the settlement that has come to our office and the times are most infrequent when I find the accusation to be justified!

In the territory where we operate, we want it known that we intend to cooperate with competition, for it is most imperative that all cooperate if the country elevator operator is to exist, and certainly they are a very necessary link in the grain handling chain.

What about that fellow who isn't interested in what the other fellows do, but has decided that he'll pay what he likes? There are those who weigh grain one way and call it something else, or those who pack the grain in the tester bucket; those who do not take proper discounts or those who pay a premium where none is due. We all know this type of man can't stay in business long if he keeps up

those practices, but he's here, so what's to be done about it? It's simply up to *all* of the rest of us to make him see the fallacy of his ways.

Each elevator will buy his share of grain regardless of whether it's at a price allowing a respectable margin or whether he is forced, thru unfair practices, to give away his profit.

Use Quart Tester: I think all should weigh grain in exactly the same manner, through the use of a quart tester and fill the bucket from an approved funnel instead of just dipping the grain up from the truck, as some do. This is the only correct way and in no other way can any two men check one another's tests.

I'd like to see each elevator equipped with a moisture tester and discount high moisture grain. Surely the farmer with off-grade grain isn't entitled to as much as the farmer selling No. 2, but he frequently is paid as much. This isn't fair.

Gentlemen! I'm not telling you, but for the sake of the industry, our industry that so many of us have grown up in, I'm pleading to have your group meetings work out your problems, agree on margin, discounts, hauling charges and other things. Then when you go home, Be A Man, Fight like Hell to keep those promises!

Elevator, Store and Feed Mill

The pioneer elevator with little but grain loading equipment filled the requirements for shipping from an area devoted to growing grain only; but with the development of diversified farming, stock feeding, dairying and poultry production such enterprising concerns as the Atlantic Elevator Co., of Minneapolis, broaden out their local activities to grinding feed and retailing side lines.

At Maple Lake, Minn., not more than 35 miles west of Minneapolis on the Soo Line, the Atlantic Elevator Co. has met the local re-

quirements by recently completing a 25,000-bu. elevator, feed mill and store.

The grain elevator has 16 bins, one leg with Calumet Buckets driven by a 10-h.p. motor, a 20-ton Fairbanks Scale in the driveway with Strong-Scott Air Dump, and a Fairbanks Shipping Scale, adequate in the opinion of General Manager Ralph Hegman to take care of the grain end of the business.

The retail flour and feed store is fitted with shelving, counters and display fixtures. The company also operates a feed mill at this station.

Under the entire plant is a full basement; and its exterior is covered completely with galvanized iron. Construction was by the T. E. Ibberson Co.

Illinois Inspection Fees Raised

Against protests by the organized grain shippers of Illinois the Illinois Commerce Commission, in view of the recurring annual deficit of the grain inspection department, has increased its fees about 25 per cent. The new schedule of charges going into effect Feb. 1 is as follows:

On all freight carloads of grain, \$1.25 per car.

On all boat or barge shipments of grain, 95c per thousand bus. or fraction thereof.

On freight car bulkhead lots (which shall be considered as full freight car lots), \$1.25.

Review or reinspection charges on all grain, \$1.25 for each inspection, providing the findings as shown by the certificate of previous inspection or review is sustained.

On samples of grain submitted, 65c.

On grain in automobile, motor or horse-drawn truck loads, 65c per load.

On all "in" or "out" shipments of grain in bags, 7/8c per bag, but no certificate issued on bag lots for less than 25c per certificate.

On grain transferred from bin to bin in warehouses, when not loaded into cars or vessels, 90c per thousand bushels or fraction thereof.

The Modernization of Agriculture

[Remarks of Mr. Sydney G. McAllister, President of the International Harvester Co., over Station WBBM, Chicago.]

Modernization of agriculture began 87 years ago. That takes us back to 1850, the year generally accepted as ending the hand-labor era on American farms and the beginning of the use of machinery.

Our population was then 23 millions, of which 80 per cent, or 18½ million people, lived on farms. It required the back-breaking labor of this 80 per cent, working with primitive tools, to feed themselves and the 4½ million city dwellers of that day—and 4½ million is about half the present population of Greater New York City. For every grain of wheat harvested the farm worker shed a drop of sweat.

The daily labor of 18½ million people in 1850 was required to produce enough food and fiber to give the total population the energy and clothing they required to carry on the work of the morrow. In other words, only 20 per cent of our national productive energy could be released for the continuous production of anything other than two prime essentials of life—food and clothing.

What a different picture in the United States today!

In 1938, with 130 million population, only 25 per cent, or 32½ million people, live on farms, producing food and clothing for all our people and surpluses for export, besides. In the period since 1850, 20 million workers have been released from farms to take their places in industry, business, and the professions.

Putting it the other way around, if we were to go back to the farm implements and methods of 1850, twenty million workers would have to leave factories and other industries in the cities and towns and go to the farms in order to feed and clothe our people. Such a step backward, of course, is unthinkable.

Men advance their standard of living as they are able to subdue and harness the forces of nature. It was on the farms that machinery began to give man his mastery over nature's storehouse.

Have you ever thought as to how the steel plow, the reaper, the mower, the grain binder, the threshing machine, and finally the tractor and harvester-thresher have helped raise your standard of living?

It has been the mechanization of our farms that has made the United States at one and the same time the greatest bread basket in the world and its biggest and busiest workshop. Transfer of human energy from needless drudgery on the farms has given us a nation soundly balanced as between agriculture and industry.

We cannot measure the improvement in our well-being that efficient, mechanized agriculture will bring in the years ahead. Probably one such great contribution will be an increase in non-food products raised on the farms. Already the farmer raises the raw materials for such well-known products as paper, moving picture films, genuine and artificial leather, industrial alcohol, protein, cellulose, soybean plastics, and many kinds of oils.

This story of 87 years and the farm implement industry's part in it is characteristic of American business. It shows how business exists to serve the needs and demands of the people and to promote a better life.

Organized opposition to compulsory control of crop production or marketing was planned at a meeting recently of farmers in Cass County, Nebraska. Carl Tefft says: "We believe that Cass County farmers are 90% against the present farm bill or any kind of compulsory crop control program. Most of us have supported the Farm Bureau Federation in the past, but do not go along with the bureau's support of the present bill."



New Store, Feed Mill and 25,000-bu. Elevator of Atlantic Elevator Co. at Maple Lake, Minn.

Indiana Convention Opens With Large Attendance

A burst of song from the throats of more than 200 country grain dealers, under the leadership of Virgil P. Brock, opened the 37th annual convention of the Indiana Grain Dealers Ass'n, held in the Columbia Club, Indianapolis, Jan. 24 and 25.

DON B. JENKINS, Noblesville, was the first speaker at the opening session, Monday morning. He gave an experienced evaluation of Indiana soft wheats from the milling and food standpoints. His address is quoted elsewhere in this number.

PRES. C. C. BARNES, Winchester, reviewed existing conditions in the country grain business and paid respect to deceased members, in his annual address, saying:

PRESIDENT BARNES' ADDRESS

Since our last meeting we have been very unfortunate in losing more than the usual number of our good members by death, the following having passed away during the year:

Herman G. Donselman, Dillsboro.
Chas. Sharp, McGrawsville.
E. P. Finch, Hillsboro.
Andrew Steinauer, Tell City.
John W. McCardle, Terhune.
Herb H. Deam, former Pres., Gary.
J. B. Goodrich, Winchester.
B. F. Fessler, Frankton.
Amos Snyder, Bluffton.

I think it would be fitting if we would all stand in silence for a moment in respect to these departed friends.... Thank you.

The Association has enjoyed a very successful year, showing a satisfactory gain in membership and a small betterment of its financial condition in spite of increasing expenses and the recession. Perhaps I should say recession to you on one side of the fence and depression to those on the other side.

What took place during the past year is history, our mistakes as well as many of our accomplishments are useless for anything except as a guide to events of the future. Conventions are not held to review the past years; it is our purpose to discuss and plan our course for the future.

"Never before has it been so imperative that we have a strong organization." If that was ever true the reasons for that statement in the past are certainly dwarfed by our present day problems.

Please don't misconstrue any of my remarks as political; party politics has no place on this convention floor. But the country grain dealer, being the first link in the chain of producer to consumer, seems to be fair game for all politicians to shoot at in their efforts to gain votes among the farmers. Farmers are organized, labor is organized, supply dealers and coal producers are now organized by law, and prices are fixed by federal decree. What chance do we have to protect any of our interests if we stand alone? It is true our numbers are few compared to other organizations, but that is all the more reason every grain or feed dealer should affiliate himself with his group; only by combining the best brains in the trade with the best counsel we can hire may we hope to defend our interests from unjust laws, taxes and restrictions.

Organized we have over four hundred and fifty persons aside from our very efficient secretary, on the lookout for unheralded laws that might be harmful, for swindlers who seem to find a fertile field among country grain dealers, and especially for the crooked truckers who have taken the grain dealers of the Central West for several million dollars through bad checks and phony weights. Our secretary and Association members were directly responsible for the breaking up of one gang that had stolen enough grain to pay all your dues for a period of two years. That one case alone is something to think about as to the worth of our Association.

Tax on Interstate Shipments: Most of you are more or less familiar with the J. D. Adams Case that is soon to be reviewed by the U. S. Supreme Court. If the Indiana Court decision is upheld, the grain trade will be stuck for sales tax on all future interstate shipments of grain, and worse than that, it will have to dig up back taxes covering shipments for the past three years. In the event the decision is against us we should bring all pressure possible to have the legislature give us relief by law from this retroactive assessment. I don't think the author of the bill ever intended that interstate shipments be taxed and certainly the depart-

ment heads or field men have never made any attempt to include such shipments in their assessments until the law had been in effect almost three years.

Your Board of Directors authorized Secretary Sale to join the Indiana Manufacturers' Association, and others in carrying this case to the highest court. However, we were not called upon to put up any money as the contributions from the manufacturers were so liberal the amount asked was oversubscribed and a refund of 40% was returned to the donors.

Increased Freight Rates: You may look for a steep increase in freight rates, perhaps not as much as the railroads are asking, but an increase that will be plenty heavy. The government has a large sum of money advanced to the railroads and would like to get it back. There is no doubt who will pay; it is still true that "Jones pays the freight." It will be our job to scrutinize this increase and prevent any inequalities that might be harmful to the trade in this state.

Margins: Now is a good time to check up on your net margin of profit on the commodities you handle. Our increase in overhead and direct expense is mounting so rapidly we must either widen our margin or go out of business. Your increase in taxes alone would justify a considerable spread.

Taxes: Your truck licenses a few years ago were costing around 9 or 10 dollars; now a ton and a half truck with dual wheels costs \$44.75, and when equipped with a directional signal, the assessment is boosted \$15.00. Your real estate and personal property taxes are constantly soaring. If you have paid your old age and social security taxes and totaled them for the year you will find that what was first thought to be an insignificant amount makes a sizeable total. It will be higher next year. Add to the above your sales tax, federal income tax, undistributed surplus tax (if any), store tax, gasoline tax, capital stock tax, intangible tax on those doubtful notes you hope will be paid, dog tax, and not to be overlooked, the necessary hunting and fishing license that has been boosted 50%. You begin to wonder if it wouldn't be better to throw up the whole thing and take a job on the W. P. A. and pay nothing but gasoline tax. You could even lean on your shovel all day and tell the foreman to go to the devil and not get fired.

Many of you are paying out more to hire auditors and extra help to make up your tax reports and keep out of trouble than you paid out for all your taxes a few years back.

Your employees are being paid higher wages and, in all probability, this item will get larger as their living costs grow greater. You can go on down the line and the answer is always the same: *There is an ever-mounting cost to doing business.*

Unfortunately, keener competition and a reluctance to increase our margin between cost and selling prices, have been responsible for many sleepless nights among grain dealers. We must not just struggle along waiting for a bull market to pull us out of the hole; it may come too late.

The grain business is one of the oldest in the world. You perform a definite useful service to the producers of our foodstuffs, and it is still true that the "laborer is worthy of his hire." Our members, both country dealers and receivers, here in the Indianapolis market are a grand set of fellows. During my twenty-seven years in the business I have never had a single one to go back on or welsh on a grain contract. A few have gone broke and failed to deliver but many have spent their last dollar to fill a sale made over the 'phone and without a scratch of a pen from them binding the contract.

Yet, too many of our country grain dealers will let some one come along and make him believe his competitor is over-bidding him and he will do almost anything to get even, abandoning all sense of good business practice. Neither the Association nor its officers can change human nature and cure the evil of neighborhood wars, but it can get these same fellows together at the convention and district meetings where they will find out that the competitor is a pretty good fellow after all.

It is hard to knife a man you have played with, dined with and whose wife helped your wife have a grand time at the convention. You have your hands full fighting the different outsiders that are after your hide without quarreling with your own fellow grain dealers. Your interests are 100% the same and you can all make some money if you will pull together and ask a decent return from your work and investment.

The North Eastern Indiana Grain & Hay

Ass'n, the boys up around Ft. Wayne, Bluffton and Decatur have a little organization of their own. Our Vice-President, Pop Egly, is secretary and does a mighty fine job of keeping the members interested. Incidentally they have less trouble in that area than any I know of in the state. It would be the end of many of our troubles if the whole state could be organized into active sectional groups. We take off our hats to Pop and his loyal friends who keep the North Eastern Association a live and helpful group.

SECY FRED K. SALE, Indianapolis, in his annual field report, was pleased to report an increase in the ass'n's membership. The report summarized ass'n activities during the last year. Sec'y Sale said:

Sec'y Sale's Report

We have had an exceptionally busy year. Just one week after our convention last January, Pres. Barnes and I were invited to appear before the Workmen's Compensation Rating Bureau of Indiana, where representatives of many large companies writing compensation were present. We emphasized the unfairness to our members operating country elevators, who also were retailers of coal, of being penalized by all elevator labor being assessed the rate applicable to coal dealers. This was a higher rate than was assessed on strictly elevator labor. We asked for lower rates on both classes of labor and some separation of the rates to be paid to both classifications, according to the division of time the laborers gave to work in the coal yard and to the elevator. The Bureau gave us reasonable assurance that some relief in lower rates would be given our classification. On February 2nd I had another conference with W. C. Burns, manager of the Indiana Bureau.

On June 2nd we were formally notified that new ratings had been approved by the State Insurance Department and the new rates, which were reclassified and reduced, became effective April 30, 1937. All policies on and after that date are supposed to have been renewed on the new basis. Our efforts have meant a material saving in the cost of compensation to the country elevator trade.

During the special session of the Indiana Legislature early last year, our Ass'n assisted in the enactment of some bills, while opposing others. The new motor vehicle laws distinctly affect our business. With other interests we obtained reductions in the costs of the weight tax governed by the size of the tires on light capacity trucks.

Grain Grading Schools: A valuable service to Indiana grain dealers was the series of Grain Grading Schools held between March 23 and 30. These two day schools were held at LaFayette, Ft. Wayne, Indianapolis and Evansville. The course of instruction in the grading of wheat, corn, oats and soybeans was made possible by Purdue University, assisted by the Grain Supervisor's office of the United States Department of Agriculture at Chicago. Total registration at all schools was approximately 150. If there is sufficient interest among the grain dealers and millers to justify another series of grading schools this spring, the Ass'n will gladly try to provide them.

Transportation: The chairman of our Transportation Com'te, W. C. Haug, has been very active in traffic matters of vital importance to each and every member. On March 24 he represented you at a hearing at Louisville on the Southeastern rate case. Again on April 7th he attended a hearing on the same case at Atlanta, Ga. On June 24 he and T. C. Crabbs attended still another hearing on the same case in Chicago. Obviously our expenses devoted on these cases have been materially larger than average, but it has been money spent in a good cause, in an attempt to allow a free movement of grain from Indiana to the south and southeast. We are not through with this case yet.

On April 1st, with the approval of the Board of Directors, I made a connection for this Ass'n to handle the collections of its members through the facilities of the Indianapolis Ass'n of Credit Mens Service, Inc., with its office in this city. This organization is composed of a group of prominent business and credit men of the city, operating on a non-profit basis for the purpose of exchanging and obtaining credit information anywhere in the United States and the collection of slow accounts.

Your Board of Directors held three meetings during the year, to consider important matters of business for the Ass'n. I wish to extend to them individually my sincere appreciation for their assistance during the year. They have served well in their official capacity.

Membership: I am pleased to report both our financial standing and membership are in excellent condition. At last year's meeting our total membership was 441. During the year we have dropped for various causes a total of 17. We have secured 40 new members, making a net gain of 23. This brings our membership today to 464, a new high since I became your Secretary eight years ago. This has come thru the loyalty of our Boosters whose names ap-

pear on the Honor Roll, along with the significant fact that the Ass'n has been really giving service to its members. Our Vice Pres., Chris G. Egly, Ft. Wayne, leads the Boosters by a wide margin with a total of 9 applications. Pres. Barnes is next with 3. Eugene L. Floyd, Indianapolis, follows with 2; Lew Hill, Indianapolis, 2; H. O. Rice, Huntington, 2; O. P. Larimore, Indianapolis, 2; then follow F. R. Garver, Boggs town, W. G. Haug, Winchester, Wm. Steeb, Crown Point, and Lloyd R. Rumsyre, Columbia City, with 1 member each. Your Sec'y secured 16, making a total of 40 obtained since our meeting a year ago. Our Ass'n income exceeded our disbursements by \$363.50, in spite of the fact that we have had some abnormal expenses.

I am grateful to our Pres., my Ass't, Miss True, and to you individual members, for the splendid cooperation you have given me.

Adjourned to 1:30 p. m.

Monday Afternoon Session

W. G. HAUG, Winchester, chairman of the assn's transportation com'te, gave his annual account of com'te activities as follows:

Transportation Committee Report

Railroad rates, rules and regulations in Indiana are in good shape. This is evidenced by the few complaints.

The old clean-out rule, which only permitted the shipping of one car of grain during each year, was inadequate and out of date, and so we prevailed upon the carriers in the C. F. A. territory to change the rule so as to permit the shipping of one car of each kind of grain during each calendar year, with a minimum of 30,000 pounds. This means five or six cars instead of one. This change will enable elevators to really clean out their elevators at the end of the crop season.

Anticipating some export business we checked export rates from Indiana points to eastern seaboard points and found that some western terminal points had a rate advantage on export business. Several years ago several shippers convinced the carriers that they were losing considerable long haul business by reason of low lake and rail rates. So the railroads reduced their rates, putting us in line for eastern business for the first time in several years.

When reducing the domestic rates they did not make any change in the export rates. Owing to this change Chicago and other markets had a more favorable rate on export business. We brought this matter to the attention of the carriers and convinced them that the situation was discriminating. So they lowered Indiana export rates. The reduction was not sufficient but we have to be content with what we got.

We vigorously protested the train length bill. In our summer meeting we passed a resolution to send our protest to Washington. There is little doubt that the bill will pass because it has the support of labor organizations.

Owing to low priced flour being shipped into the south and southeast by westcoast shippers via water to southern ports and distributed inland several hundred miles by trucks it was almost impossible to sell our wheat to southern mills unless we lowered our price to an unprofitable level. Many large mills in the central regions of the south suffered tremendously because they could not compete. So these mills petitioned the southern carriers for lower rates from river crossings. The reduction was granted but did not go into effect because westcoast and southwestern mills protested. We joined the mills in demanding that the ICC permit the reduced rates. The ICC ordered public hearings at Atlanta, Ga., and Chicago, Ill. I believe our support in this case will carry considerable weight in causing the ICC to favorably consider our plan.

At present we are at a material rate disadvantage to some parts of the southeast by reason of the Illinois rates being lower from River crossings than Indiana rates. We have petitioned the ICC to correct this situation and place us on an equal basis.

Some sections in Illinois, particularly those within trucking distance to waterways, have asked the ICC to lower rates from river ports, such as Memphis, to the south on grain arriving at these ports by water. We protested because it will indirectly affect the price we can pay our farmers. The final hearing in the southern rate case will be held some time soon, and you can rest assured that the interest of Indiana shippers will be protected.

Some shippers had traffic matters which they could not solve. They were turned over to us for handling, and in most cases we were able to get the relief sought.

We joined the Indianapolis Board of Trade in protesting the 15% rate increase. Mr. Banta presented evidence for us.

Most of our truck problems were of a local nature, and were handled as such.

TREAS. R. B. McCONNEL, Indianapolis, read his annual report of ass'n receipts and disbursements, which was approved.

GEORGE E. BOOTH, Chicago, discussed national legislation. "Today the grain trade presents a more unified front on legislative matters than ever before," declared Mr. Booth. "We have close affiliation between the country grain dealer ass'ns and the national ass'n, and Vice-Pres. Ray Bowden of the National has been appointed supervising officer over the National Grain Trade Council's Washington office. This ties together all divisions of the grain trade, both country and terminal, on national legislative problems.

"Expected soon are the orders of the Commodity Exchange Administration on limitation of trading. At recent hearings the grain trade vigorously opposed any limitation.

"The big problem now faced by national legislators and the grain trade is the farm bill. A Congressional conference com'te is now trying to smooth out the differences between the house and the senate measures.

"While we do not know what will come from this com'te, the grain trade is insisting that its facilities be given due consideration in any ever-normal granary plan which may be evolved.

"Both versions of the farm bill are highly complicated. The compromise must be passed by the middle of February if quotas are to go in effect on the new wheat, corn, and cotton crops.

"Many southern congressmen are opposed to the Boileau amendment in both farm bills, which attempts to keep southern farmers from competing with dairy interests thru government subsidies."

PRES. BARNES appointed the following com'tes:

NOMINATIONS: G. A. Pritchard, Fortville; L. E. Greenwood, Rensselaer; H. O. Rice, Huntington; Garth Woodward, Tocsin; H. E. Miller, Roachdale.

RESOLUTIONS: O. L. Barr, Bicknell; Walter Penrod, South Whitley; H. L. Gray, Crawfordsville; Charles Ray, Kouts; J. L. Blish, Seymour.

KENNETH S. TEMPLETON, pres. Chicago Board of Trade, gave an interesting history of the development of the Board of Trade from the time of the first shipment of grain from the city by boat in 1839 and the founding of the Board of Trade April, 1848, and explained how cash grain merchants make profitable use of the futures market, as published elsewhere in this number.

PRES. BARNES opened the discussion on trucking of grain to terminal markets. Particular reference was made to a Chicago firm alleged to be sending a bid to truckers and large farmers. Reports declared that 3,000 to 5,000 bushels of grain is moving by truck to Chicago from Northwestern Indiana daily. "There is no law against this," said Pres. Barnes, "except the good feeling among elevator operators. The subject should be aired."

CHARLES RAY, Kouts: Trucks can make three trips daily into Chicago from Porter and La Porte counties, hauling 400 bushels to a load. The truck business is increasing rapidly and it is only a question of time until the business spreads if it is not stopped. We understand all this grain moves to one elevator.

WALTER PENROD, South Whitley: I understand a feed company trucker from Chicago makes a specialty of hauling wheat on his way back from hauling feed.

PRES. BARNES exhibited a bid put out by a Chicago firm to truckers.

P. E. GOODRICH, Winchester: I believe we are entitled to protection by members of the Chicago Board of Trade. Some means must exist for preventing the unethical practice of bidding shellers only 5c under the Chicago market. Prices going out have been 1c a bushel better than the elevators could get for it on a shipping basis.

KENNETH TEMPLETON, Chicago: About

99% of the grain firms in Chicago are opposed to trucking. But no existing rule will prevent buying grain by sample. However, we have a code of ethics. It would be advisable for this ass'n to adopt a resolution covering the situation and send it to the officers and directors of the Chicago Board of Trade.

GEORGE E. BOOTH, Chicago: Commission merchants get no business from truckers. They are opposed to trucks. The elevator interests are opposed because trucked grain moves direct to users. Merchandise dealing with interior points are opposed.

Previous attempts to find rules to stop the practice have failed because the Board of Trade charter accepts grain by any means of transportation.

The truck gets in by cutting out the country elevator and the freight rate.

All members of the Board must watch closely the call rule, protecting the Chicago merchants commission. I can assure you of the cooperation of Board members in stopping the practice.

FLOYD MYERS, Crown Point: Trucked grain has sometimes moved on machine weights.

L. B. WALTON, Mayview, Ill.: In Illinois we have been putting pressure on passage of a truck bill. If it is passed we expect it to help control the trucks by license and insurance requirements.

CHARLES NORTHLANE, Union City: If the trucks are here and are going to stay we have to meet that situation. Buyers sometimes make sales on a truck basis, and in such cases should make charges that put the trucker on a comparable basis.

L. A. GARNER, Lawrenceburg, talked on friendly relations with competitors. He made a plea for reasonable margins and proper discounts. His address is reviewed elsewhere in this issue.

Adjourned to Tuesday morning.

Indiana Ass'n's Annual Banquet

The annual banquet, a feature of the convention, was held in the Columbia Club Monday evening. Judging from the varieties of food served, the four hundred and fifty delegates present were able to get practically any banquet dish they wanted to eat.

PRES. CLAUDE BARNES acted as toastmaster. The speaker of the evening was Dr. Chas. A. Bowler, who kept his audience amused for half an hour with a series of humorous stories.

MR. WOLCOTT, first pres. of the Indiana Grain Dealers Ass'n when it was organized thirty-eight years ago, was discovered living at the Columbia Club and was prevailed upon to appear during the course of the banquet and reminisce on the old days in the country grain business.

A FLOOR SHOW, provided by the Indianapolis Board of Trade and Indianapolis supply firms, gave sixty minutes of lively entertainment following the speakers. The remainder of the evening was enjoyed by the mixed attendance, dancing to the music of Freddie Mayer and his "Society's Swingsters" until midnight.

Ladies' Entertainment

Visiting ladies were entertained Monday afternoon at leading Indianapolis theatres, as guests of the Indianapolis Board of Trade.

Tuesday Morning Session

Community singing opened the third business session.

K. L. KENNICOTT, Chicago, was the first speaker, ably describing common accident hazards and the means of protection from them. His address is published elsewhere in this number and his chart on the outside front cover.

E. D. KOPPELMYER, Indianapolis, continued on the same subject, describing specific

danger points about elevator machinery. His address appears elsewhere.

PRES. L. B. WALTON of the Illinois Grain Dealers Ass'n invited all to attend the Illinois convention at Danville in May.

CHAIRMAN OSCAR BARR reported the following resolutions for the resolutions committee, all of which were unanimously adopted.

Resolutions Adopted Trucking to Terminals

WHEREAS, there exists in this state a practice of trucking grain direct from producers to the Chicago, Indianapolis, and other markets and selling feed and produce direct to consumers without proper protection to the established grain and feed dealers which is unethical and contrary to good business practices, and

WHEREAS, the firms of Rosenbaum Brothers of Chicago, and the Evans Milling Company, of Indianapolis, have been specifically cited as practicing such receiving of grain and for selling their products direct, be it

RESOLVED, that the Indiana Grain Dealers Ass'n, in Convention assembled, condemn this practice in the strongest possible manner and urge the offending parties to desist from this unfair practice in order to prevent stronger action by this Association, and be it

RESOLVED, that a copy of this Resolution be sent to the President and Secretary of the Chicago Board of Trade, and to the President and Secretary of the Indianapolis Board of Trade, and to the offending parties above named and any others found to be conducting like practices.

Canal Tolls

WHEREAS, there is pending in Congress House Bill No. 8547 concerning Panama Canal tolls which provides for free passage of merchant vessels passing thru the Panama Canal when engaged in intercoastal trade and

WHEREAS, the current financial statement shows a deficit of \$2,442,299.00 for last year, which deficit will be greatly increased should the pending bill become effective thus causing an increased burden on the taxpayers of the nation as well as unfair competition to the farmers, grain, milling industries of the state of Indiana, be it

RESOLVED, that this Ass'n go on record as opposed to this Bill and copies of these resolutions be forwarded to all Senators and Representatives of the state of Indiana.

Freight Rates and Legislation

WHEREAS, the Board of Directors of the Indiana Grain Dealers Ass'n have gone on record opposing an increase of freight rates on grains and grain products in C. F. A. Territory now petitioned for by the Railroads before the Interstate Commerce Commission and also the Wage and Hour Bill now pending in Congress, be it

RESOLVED, that this Ass'n endorse the action of the Board of Directors and copies of these Resolutions be sent to the proper parties concerned.

H. F. FOGLEMAN, Harrisburg, Pa., discussed salesmanship, which he defined as the ability to persuade people to buy things at a profit. High on the scale of selling he placed the principle of mutual benefit, and the principle of service.

"If you feel like smiling, smile," he said, "but if you don't feel like smiling, don't. There is nothing worse than a sickly grin. Be natural."

"There are four factors in every sales transaction," he declared, naming "the salesman, the customer, the goods, and the sale." In every sale there must be a meeting of the minds.

Imagination, the original combining of old factors, he considered an essential in salesmanship. "Knowledge and reliability are useless without will power. Will power is the key to action. Action produces results."

"Sometimes only one little fault rests between a man and his success. Correct such faults."

"Success and happiness are synonymous," declared the speaker.

Election of officers unanimously replaced the following for 1938: Claude C. Barnes, Winchester, pres.; Chris Egley, Fort Wayne, vice-pres.; R. B. McConnel, Indianapolis, treas. Directors elected are F. R. Garber, Boggs-town; Charles S. Weirick, Indianapolis; Lee Evans, Remington; Lowell Hutchinson, Arlington. Holdover directors are G. A. Pritchard, Fortville; W. R. Beck, Shelbyville; Walter Penrod, South Whitley; W. B. Springer, New Lebanon.

DAVE STEENBERGH, Milwaukee, de-

scribed the Honor Roll in use by the Central Retail Feed Ass'n. The Honor Roll, he explained, is a means of recording firms that do business honorably. Listing of firms on the Roll is an automatic recommendation of a firm's principles. Feed dealers use it as a buying guide. The Honor Roll improves merchandising methods. His ass'n's list now bears 135 names.

A STANDING vote by delegates present urged use of an Honor Roll by the Indiana Grain Dealers Ass'n. Official action at a meeting of the directors later initiated action to this end.

Adjourned *sine die*.

Hoosier Convention Notes

THE ATTRACTIVE convention badges worn by the delegates were supplied by the Grain Dealers Mutual Fire Insurance Co.

PENCILS, cigars, cigarettes, note books and other convention conveniences were supplied in plentiful quantities by grain and supply firms.

MARKETS were posted periodically during business sessions thru courtesy of James E. Bennett & Co.

In Attendance

Indiana shippers in attendance included: Etna Lefforge, Amo; Elmer and Lowell Hutchinson, Arlington; Harley Miller, Bainbridge; Francis Bollenbacher and Victor Stuckey, Berne; O. L. Barr, Bicknell; Paul G. Kennedy, Bloomington; W. F. Shirley, Blountsville; L. C. Compton, Boggs-town; C. S. Weiler, Boone Grove; J. J. Borders and F. E. Jones, Boswell; R. W. Ottinger, Brownsburg; G. I. Glenisler, and Charles W. Scott; Bunkerhill; David Jackley and Jesse Zook, Camden; Russell Brown, Carlos; M. E. Kendall, C. C. Major and A. E. Foster, Carmel; William F. Hagen, Chalmers; Chas. F. Reeves, Charlottesville; L. H. Bindinger, Chesterfield; Keith Sowers, Cicero; F. W. Blanton, Clayton; John M. Holder, Clifford; Royal D. Clapp and Ralph H. Shinbeckler, Columbia City; Charley Sievert, Columbus; L. E. Lake, Colfax; Chas. Burnside, Converse; Walter Moore, Covington.

S. J. Alexander, T. H. Beeson, Clyde Brewer, Newton Busenbark, John Cruica, J. E. Francis, Harold L. Gray, H. C. Myers, N. R. Shaw and E. R. Straub, Crawfordsville; Donald Shaw and Harry Bowen, Crete; E. E. McMichael, Floyd Myers and William Steeb, Crown Point; Clyde George, Cutler; John E. Lynch, Darlington; W. H. Fair, Dayton; Avon and Sim Burk, Decatur; S. L. Blough, Durbin; Clyde Poe, Eaton; Harold Sharp, Economy; Howard Mutz, Edinburg; John D. and Jerry Keifer, Elwood; F. R. Garver, Fairland; C. Keys, Fortville; C. G. Egle, Ft. Wayne; Will W. Suckow, Franklin; Leslie S. Conarroe, John Frants and F. R. Paul, Frankfort; Miles Gooding and J. R. Holland, Frankton; Frank and Max P. Sellars, Forest.

C. R. Bahler, Galveston; Mark Douglas and Kenneth Neidlinger, Gaston; Albert and Adam Egly, Geneva; Emery R. Chase, Goldsmith; Willis Charles, Otto Howe, C. E. Patton, J. Frank and John F. Russell, and F. E. Wagner, Greensburg; Mervin Davis, Greentown; J. C. Springer, Gwynneville.

E. B. Adamson, Hagertown; John M. Brat-tain and Ed Montgomery, Hemlock; A. F. Riedman, Hartford City; Paul Strock, Hudson; Edward and George Pasco, and H. O. Rice, Huntington; M. Worl, Kennard; Chas. H. Rush, Kentland; V. W. Moore, Kirklin; Art Gray, Kirkpatrick; A. N. Hudson, Kitchell; Leon Cheadle, Knox; Charles Ray, Kouts; W. R. Owens, Lafayette; Chas. Smallwood and A. B. Martin, LaFountain; L. A. Garner, Lawrenceburg; Ben and John Herr, Edward McGill and W. B. Springer, Lebanon; Thomas McCoy; Liberty; J. P. Whitecotton, Linsburg; Marshall McKowen, Linwood; C. W. Shuman, Logansport; F. A. Dahl and H. G. Tyler, Lowell; L. J. McMahan, Lynn.

John Cahill and O. M. Thomas, Marion; O. L. Fisher, Maplewood; J. L. Slaughter, Markleville; Ura Seegar, Marshfield; G. E. McBane, Maxwell; A. K. Murray, Medford; Walter Kranning, Mexico; W. S. Wisehart, Middleville; J. G. Wagner, Monterey; Walter Edwards, Mooresville; V. E. Pierce, Moreland; Roy Camp and Bill Loughry, Monticello; E. E. Elliot, Muncie; Glen Gartin, McCordsville; Ralph Overman, McGrawsville; K. C. Hightshue, New Augusta; S. C. Corins, New Palestine; Mormon Harris, New Ross; Don B. Jenkins, Noblesville; Walter G. Einspahr, North Hayden; Clay Syler, North Manchester; A. A. Lane, Odon; Webster Neidlinger, Onward; E. L. McDowell, Otterbein.

C. P. Bauman, Paris; G. A. Pritchard, Pendleton; Daniel Engle, Pennville; Leland L. Moore, Perryville; Joe Elbert and J. A. Turman, Peru; George Wall, Pittsboro; Geo. L. Arnold, Poneto; E. M. Haynes, Portland; L. E. Greenwood, Rensselaer; Lee Evans, Remington; L. F. Clupper and D. H. Jackson, Rich Valley; J. P. Bright, Ridgeville; Clarence Slusser,

Roseburg; T. B. Wilson, Russellville; M. S. and J. L. Blish, and Walter Kreinhagen, Seymour; J. J. Batchelor, Sharpville; W. R. Beck, Shelbyville; M. H. Childers, C. F. Cummings, E. J. Mendenhall, Perley Weaver and Taylor Wyatt, Sheridan.

J. R. White, Shideler; Harry Richards, Southport; O. E. Hull and Walter Penrod, South Whitley; Roscoe Walter, Spencerville; Luther O. Draper, Spiceland; B. E. Echison, Stewart; Charles S. Anderson, Stockwell; Carl T. Wilson, Sulphur Springs; Logan Hinshaw, Summitville; F. M. Sabo, Swiss City; C. J. Hile, Talbot; Morris Chapin, Terre Haute; M. R. Seward, Thornhope; J. C. Kashner, Thorntown; M. E. Urschel, Tippecanoe; Russel M. Davis, Tipton; Garth H. Woodward, Tocsin; C. K. Parent and Chas. Northlane, Union City; Frank Pyle, Van Buren; Oris H. Wright, Vincennes; W. A. Bechdol and A. D. Shirley, Walton; Roy L. Mossberg, Warren; Bernard Cody, Westfield; Dr. L. W. Kirtley and H. F. Scott, Whitestown; M. C. Robertson, Williamport; J. M. and Max Hanna, Willow Branch; Carl Applegate, Winamac; A. G. Banning, C. C. Barnes, W. G. Haug, George M. Neidlinger and J. H. Trimble, Winchester; Robert Henry, Yoder; K. B. Cook and Thos. Durbin, Zionsville.

Illinois shippers were Geo. Waller, Maroa; L. B. Walton, Mayview; Russell B. Rodgers, Oakwood, and J. D. Worsham, Sheldon.

C. O. Wise came from Bellevue, Ohio. W. W. Cummings represented Columbus, Ohio.

From Chicago came: George E. Booth, R. E. Disbrow, Harry J. Rogers and William Tucker of Lamson Brothers and Co.; C. D. Olsen of James E. Bennett and Co.; Lee Wagner of Bartlett-Frazier Co.; John J. Coffman of E. W. Bailey & Co.; Mrs. E. H. Miller, crop forecaster for Shields & Co.; D. J. Bunnell, Gene Floyd, Kenneth S. Templeton and G. W. Altorf.

Buffalo was represented by John N. Anderson, J. E. Heffner and J. J. Rammacher.

Louisville sent G. W. Ferguson, Rees H. Dickson and Harry A. Volz.

From Cincinnati came W. J. O'Connell and John O'Hara.

Toledo sent P. M. Barnes and Sam L. Rice.

Nashville was represented by J. C. Knox.

Grain Dealers Mutual Fire Insurance Co. was represented by R. D. McDaniel, A. E. Leif and H. W. Marsh; the Lumbermens Mutual Casualty Co. by H. L. Kennicott and E. D. Koppelman and V. L. Parmentier.

Binder twine handlers were L. R. Rumsyre.

Fertilizer representatives were W. J. Grayson, Sheldon Clock, C. C. Garr and Robt. E. Conley.

Grain testing equipment representatives were Harry B. Olson of Harry B. Olson Co., and C. S. Phillips of Seed Trade Reporting Bureau.

Machinery representatives were E. D. Barger of Union Iron Works; Cliff Gottman of Prater Pulverizer Co.; W. W. Wilson, E. Ripley, M. Hall, C. M. Bohnstadt and L. R. Young of Fairbanks-Morse & Co.; Walter Crump of the Howe Scale Co., and W. W. Pearson of McMillan Truck Dump Co.

Contractors were represented by Charles Flora.

Feed representatives were Sam Hollett and Frank Leathers of Swift & Co.; Bob Crawford of Oyster Shell Products Co.; Herbert H. Edwards of Consolidated Products Co.; F. M. Rosecrans, C. J. Polstra, John H. Caldwell, Jr., C. R. Knox, E. E. Clore and L. E. Vandivier.

Exhibits

A number of firms had exhibits of their products on display in the anteroom to the convention hall on the 10th floor of the Columbia Club. Among them were:

Kingsbury & Co. Fertilizer and mineral feeds. In charge were W. T. Cummins, Russell Northham, and Harry Allen. They gave away pencils and conducted a guessing contest with a jarful of beans.

Cedar Rapids Alfalfa Mills. Alfalfa meal. In charge were W. J. Ireland and H. E. Motts, who gave away pencils.

The Shores Co. Corn King mineral mix. In charge was W. F. Goken.

McMillen Feed Mills, Inc. Mixed feeds. In charge were F. E. Franz, George Thomas, Roy Wallace, Wm. Berling, and Dave Bunnell.

Sidney Grain Machinery Co. A model of a steel elevator leg with direct connected head drive, and a high, ventilated boot. In charge was W. B. Short and M. R. Meyers, who gave away pencils and pads of note paper.

Edward J. Funk & Sons. Hybrid seed corn. In charge were Bernard and William Funk, Charles Rush, Robert Thompson, and Harry Brewer.

Price Chemical Co. Fertilizer. Herbert Darr, Clarence Ferguson and F. Schmidt gave away pencils.

Max Katz Bag Co. Bags and twine. In charge were Max. Morris and I. H. Katz, and G. E. Stevens, giving away cigars and cigarettes.

William H. Curry. Seed corn. On display was his international championship case of corn, and the cup he won in a competition conducted by the Indiana Corn Growers Ass'n.

Safety for Grain Elevators

By E. D. KOPPELMYER of Lumbermens Mutual Casualty Co. before Indiana Grain Dealers Ass'n

In the grain elevator guarding is required for the machinery usually consisting of three or four bucket elevators, drag chains, dumps, hammer mills, burr mills, attrition mills, cleaners, separators, mixers, occasionally gasoline engines, steam engines, steam boilers, man lifts, truck hoists and some coal handling equipment.

All belts, pulleys, gears and chains within 6 ft. of the floors should be enclosed.

Bucket elevators have boards removed on the first floor so that the buckets may be checked and where casing is left open they should be covered with a screen to prevent employees and the public from reaching in and having their hands taken off.

Children.—It is a very common practice for farmers to bring children along when hauling a load of grain to the market and while this grain is being dumped the children roam around the first floor, making it all the more important to inclose all machinery on that floor.

Truck Hoists.—In checking over the truck hoists the first thing examined is the cables both at the terminals and at the drum. Frequently the cable at the terminals is rusted or worn and also where the cables wind on the drum if the drums are not grooved. Frequently the cables climb over and chafe or cut and become worn to the point of danger. There have been instances where the pulley racks riding on the rail have come off at the end and fallen on the operator below. For this reason it is important to see that the ends are properly fastened to see that there is no danger of these pulley racks coming off the track.

Many trucks have dropped while being hoisted and it is for this reason all employees should see that no one stands between the truck and the wall while the truck is on the hoist.

The manlift problem is a very serious one and requires frequent inspection to see that the equipment is in good condition. Ropes and cables break and result in serious falls. Ropes and cables should be replaced at any sign of danger. The safety dogs are supposed to hold the car in the event of cable or rope breakage, but these dogs sometimes fail to operate.

The foot brakes used on the manlifts need frequent adjustment to keep the car from flying to the top and new springs are recommended. Pins, bolts and automatic hook-locks on the manlifts to keep it from going up are advisable but they should not replace good brakes. They should be considered as an extra precaution. The enclosure of the counterweight is very important as these weights usually run from 400 to 600 lbs. if they should fall, unless they are confined, can do considerable damage.

Standard railing should be installed on all stairways and particularly those leading to the basement. It has been observed that the stairs going to the upper floors have rails while those that go to the basement do not.

It is a common Hoosier practice to use the stairs as shelves; and wrenches, boxes and bags and other material have frequently been noticed on the stairs. This is a dangerous practice and should be prohibited.

Holes in the floor for dumping of grain or placing of spouts are dangerous. Many bones have been broken by men stepping into them. They should be properly guarded or covered and should not be left open except when in actual use.

Bags and Piling.—The piling of bags of feed in the feed room needs careful attention. Cross piling every fifth layer is important as this helps to prevent the bags from falling. Piles should be kept as low as possible. Climbing on top of a pile of bags to get a sack of feed down is a very dangerous practice. Holes in the floor in the feed room should be repaired as in trucking a serious accident can occur if the truck wheels strike a hole in the floor.

Housekeeping in some grain elevators seems to be a difficult problem. This refers not

particularly so much to the dust incidental to the handling of grain as it does to keeping things in proper order. Passageways should be kept clear, tools and material should be kept in place, and dust and dirt, as far as possible, should not be allowed to accumulate.

Keeping machinery and equipment in good repair prevents delay, breakdown and accidents. Many costly delays and accidents can be avoided by making repairs and keeping the equipment in good condition.

In General.—In addition to the above problems we also have the handling of coal, unloading and delivery, hauling of grain, and in some cases hauling and handling of live stock, painting and repairing of the buildings, installation and moving of machinery and equipment, the railroad and switch track maintenance and operation, and the Sunday boy problem. Many grain elevators have been broken into by country boys looking for excitement and the first thing they do is try to ride the manlift. A number of manlifts have been wrecked and boys injured.

Accident Statistics.—All of you have seen the chart (see outside front cover) of "1,000 Accidents in Grain Elevators" with a chart showing the causes of the various accidents in the order of their frequency. You will note that "handling of objects" with 319 is the most common cause with "strain due to lifting" leading all others. "Falls of persons" is next with 158, and these are usually serious. They may be falls from ladders, falls on stairs, falls in the grain bin and falls due to stepping over objects. "Slipping on or striking objects" comes next with 136 accidents, and "machinery" has caused 111 accidents with "belts and pulleys" heading the list and "conveyor elevators" next. This is undoubtedly bucket elevators. "Particles in the eyes" have 94, and this is usually grain dust blown into the eye. "Falling objects" has 88, "miscellaneous infections" 34, "hand trucks" 25, and "all others," 35.

Insurance Inspectors.—The purpose of the insurance inspectors in calling on grain elevators is to locate dangerous conditions and have them corrected before an accident occurs. The recommendations that they make are plant improvements and are suggestions only and not orders. They will not ask you to do the impossible and any ideas or suggestions that they have are based on accidents that have been reported. They are interested primarily in mak-

ing your elevator safe and are offering you the benefit of their experience in their travels in the various plants. They are anxious to have your cooperation in the prevention of accidents and are offering a safety engineering service for the mutual benefit of the grain elevator operator, the insurance company, and the employee.

Cars Leaking at Chicago

During 1937 2,555 cars, or 3.49 per cent of the total number of grain laden cars arrived at Chicago leaking.

Most of them, 789 or 1.08 per cent, were leaking over grain door; 617 leaked around grain door; 289 at side of car; 182 at end of car; 38 at drawbar, and 640 thru car box, as reported by J. A. Schmitz, weighmaster of the Board of Trade.

These figures cover only cars containing grain and cars from points outside of the Chicago district, no crosstown cars.

Plan Crop Improvement in Oklahoma

By LEWIS HUDSON

A conference to improve Oklahoma's wheat crop, sponsored by the Oklahoma Millers Ass'n and the Oklahoma Crop Improvement Ass'n, was held in Oklahoma City Jan. 20.

Scheduled speakers were Howard N. Holmes, Enid, federal grain inspector; E. R. Humphrey, Enid, pres. of the Oklahoma Grain Dealers' Ass'n; Dr. Peter Nelson, professor of agricultural economics at A. and M. College, Stillwater, Okla.; V. H. Hughes, Drummond, and Dr. John H. Parker, Manhattan, Kan., of the Kansas Experimental Station.

Easily Blows Chaff from Grain

By TRAVELER

Aerating oats or corn in the long driveway of the 100,000-bu. elevator operated by the Walnut Grain Co., at Walnut, Ill., is not dependent upon a local breeze. Manager Howard Smith has devised an aerating device which can be set up in the driveway at will.

The device is a ¼ h.p. furnace motor and fan, mounted on a plank, its fan blades protected with a wire fan guard. The plank stretches across the driveway, fitting on rests between the uprights of the walls, just back of the grain receiving grates. The motor sets in the middle of the plank and has a long cord to plug into any convenient electrical connection. When the spout connection of an overhead bin is opened to drop grain thru the driveway back into the grate covered receiving sink, the motor's fan blows merrily away and out goes the light chaff, dust and bees' wings to be swept up later from the driveway floor.

Controlling the flow of grain from an overhead bin is a problem in many of the old type elevators. Manager Smith has settled this problem on the bins from which grain is aerated, by a horizontal lever, attached to the shut-off slide in the bin spout opening. The long end of this lever extends to the side of the driveway. A rope attached to this end of the lever has its free ends run thru sheaves attached to the driveway wall far enough apart to span the movement of the lever. A pull on one rope shuts off the flow of grain; a pull on the other opens the shut-off slide.

Manager Smith keeps the big trailer trucks out of his elevator driveway. To load them with grain purchased he uses a 500-bu. Fairbanks Hopper Scale. The beam of this scale is in the outside driveway wall. Down over the beam and thru a window in the driveway wall extends the spout from the scale hopper, so the scale beam, the flow of grain, and the level of the grain in the receiving truck can all be watched at the same time by one man who has control of all.



Blows Chaff from Grain in Driveway.

Our Wheat Problem

BY CHAS. A. HEATH, Chicago, Ill.

That we do not have a wheat problem in this country is the conclusion arrived at after careful study of U.S.D.A. Agricultural Statistics Yearbook for 1936.

For the 17 years, 1919 to 1936 inclusive, the stocks of wheat in farmers' hands July 1 averaged 44 million bus. for the period. The total wheat as grain in all positions, on farms, country elevators, commercial stocks, merchant mills and stored, transit to mills and bought to arrive, averaged for the period, 194 million bus. Our annual seed, feed and food requirement is 670 million bus.

In any one of the 17 years, had anything happened to the harvest after July 1st we would have faced famine conditions in the U. S. A. The writer heard the late president James J. Hill say, addressing the Chamber of Commerce at Chicago: "At no time in the history of the United States has there ever been more than 5½ bus. of wheat per capita between us and starvation."

The average carry-over of wheat per capita for 17 years ending 1936 was 1½ bus., or an extreme investment value of \$1.67 per capita. This does not call for heavy financing. We are consuming almost as much wheat per capita as ever. There was a slight decline in per capita consumption in 1921 and 1922, when it was 4¼ bus. Since 1933 it has averaged 4.52 bus. per capita. The highest of record was in 1931, 5.43 bus. per capita. The second highest in 1920, 5.42. Third highest in 1932, 5.36 bus.

Impossibility of Forecasting Size of Crops—The greatest damage usually accruing to corn and wheat comes after July 1. In other words, it comes at a time of the greatest promise. When inspecting, some years since, the wheat crop of the Red River Valley, we were told the field seed would average 28 to 35 bus. per acre. This was the first half of July. In 72 hours the entire territory had a crop loss of 90 per cent from black stem rust. Drouth will kill a crop. So will moisture, particularly when moisture and heat arrive at a definite period in the forming of the grain ear.

In the 80's in South Dakota we inspected flax fields that gave promise of 22 bus. per acre. The wind turned south. We went into a dugout at 7 o'clock in the morning. The thermometer was 110° in mid-afternoon, and at 8:00 p. m. the same day there was not a flax stalk that had not been killed by the heat.

In the Missouri River Valley, South Dakota, were several hundred thousand acres of corn. There was a promise of a 50-bu. crop. A hail storm visited the entire territory eastward to the Minnesota line. There was not tassel, leaf stalk, nor ear left, only the stumps of the stalks—a total loss.

In Iowa we were reporting on a large acreage of popcorn. There was a total of some 50,000 acres in the state, perfect stand, wonderful promise. Frost came the 23rd of August. The popcorn crop and the commercial corn crop of the state were ruined. The popcorn we sold at \$3 a ton. The buyer afterward had to throw it away, as it was poisonous food and killed cattle and hogs. That succeeding winter seed corn sold at \$25 to \$50 a bu.

In the late 90's Michigan had a pea bean crop as fine as that of 1937. Harvest began. Threshing yields were high. The first shipments were made. The beans averaged half-pound pickers. It rained, and rained for six weeks. The crop was 90 per cent damaged. Contracts could not be filled. Sales were covered at thousands of dollars' loss. This occurred after the crop had been planted, grown, harvested and ready for the thresher.

The same thing occurred in clover and timothy seed in eastern Iowa and northwestern Missouri, on account of rains damaging the

crop after it was harvested. Timothy seed was not shipped in August. The first threshings came out in October after fall demand was over, but the crop was practically 75 per cent destroyed by rain.

Three years ago, after July 1, we lost 1,500 million bus. of the corn crop in 47 days. Two years ago, after July 1, we lost 250 million bus. of the wheat crop in 31 days.

A year ago a correspondent bought an abandoned farm in Houghton County, Michigan. It was entirely infested with quack. He estimated a potato crop which was planted would produce 150 bu. per acre, and sell at \$1 a bushel. The crop harvested last fall was 455 bus. per acre, and sold at 45c a bushel.

A crop is never made until it is saved.

Unnecessarily Alarmed.—Have we studied the actual wheat situation in the United States? Does it call for relief? A dispatch from Washington says:

"Farm bill conferees took Secretary Wallace's advice today and agreed on a 'middle-of-the-road' wheat program.

"Under the conference agreement wheat supplies would be kept equal at all times to the average annual domestic consumption and exports for the last ten years, plus a reserve of 15 per cent of this total. Marketing quotas would not become effective until supplies reached 35 per cent above average exports plus domestic consumption, or about 940,000,000.

"The compromise on 940,000,000 bu., Senator Pope of Idaho said, allows for a normal crop plus from 100,000,000 to 200,000,000 bus. on hand as carryover from the preceding harvest."

The ten years of wheat production, according to the U.S.D.A., from 1926-1936 in the U. S. averaged 764 million bus., which includes the four years of 1928, 1929, 1931 and 1932, with an average of 902 million per year. Notwithstanding this, these 10 years are 23 million bus. less annually than the 10 years from 1916-1926. The U. S. is the only wheat producing country in the northern hemisphere that has decreased its production in the last 10 years.

Twenty Years Wheat Production

	1916-1926 (Millions)	1926-1936 (Millions)
World (exclusive of Russia, China)	3,052	3,704
Northern Hemisphere (exclusive of Russia, China) ..	2,692	3,231
Europe (exclusive of Russia) ..	1,066	1,447
United States of America	787	764
Canada	297	377
India	341	341
Argentina	188	238
Australia	117	163
France	244	293
	1920-1926	1926-1935
Russia	401	869

The above figures are interesting. The increase in world production of wheat, exclusive of Russia and China, during the past 10 years is 700 million bus. per annum. Of

this amount, Europe alone, exclusive of Russia, contributed 381 million. France increased 49 million. India remained unchanged. The United States decreased 23 million annually. Canada rose 80 million. The increase in wheat production, northern hemisphere, is allocated to Europe. Europe has brought about the increase through necessity on account of recovering from the effects of the World War. She is endeavoring to be self-supporting.

Russia's increase is phenomenal, of 468 million annually, but Russia is consuming more wheat than ever; and none of her production leaves the European continent. Much is heard of the increase in the southern hemisphere. The figures show it is quite unimportant, particularly that of Argentina, which shows only 50 million increase the last 10 years over the preceding 10. Australia, who has reached about the limit of her production, shows an increase of 46 million. But the southern hemisphere is never going to be an important factor in wheat production for world consumption. Mark this.

From Abroad

The corn crop of South Africa is imperiled by the worst drouth in many years. A wheat shortage is expected.

India's first estimate of the 1938 area sown to flaxseed placed at 2,948,000 acres against the revised first estimate for 1937 of 2,759,000 acres and the final estimate of 3,594,000 acres.—Director of Statistics, Calcutta.

Turkey has increased its production of wheat from 94,000,000 bus. in 1930 to 140,000,000 bus. in 1937, providing an export surplus. During 1931-1935 an average of 14,550,000 bus. annually was exported.

Argentina second official estimate of the 1937-38 area planted to cotton placed at 1,035,423 acres compared with last year's second estimate of 713,452 acres, as reported by the U. S. agricultural agent. Is the Argentine preparing to take advantage of contemplated cotton restrictions by the U. S. congress?

Argentine corn crop is unofficially estimated at only 197,000,000 to 236,000,000 bus., against 359,615,000 bus. produced in 1936-37, as result of damage already suffered and continuation of drouth in southern and western parts of corn zone. Recent rains insufficient to relieve drouth conditions materially, especially in Provinces of Cordoba and Buenos Aires. Corn noted on recent field trip into Cordoba tasseled only waist high and considerable acreage is a complete failure.

Former Grain Dealer Expires

One of the strong men of the Southwest passed away Jan. 19 when Wm. T. Kemper died at Kansas City, aged 71 years, as the result of complications following a major operation which he underwent Dec. 24.

His business career began at the age of 22 when he entered the Valley Falls Bank of Deposit at Valley Falls, Kan., and ended as chairman of the board of the Commerce Trust Co., a bank with \$150,000,000 of resources.

His activities in the meantime had been varied. He formed a partnership with DeForest Piazek as the Kemper Grain Co., at Kansas City. He organized the Wm. T. Kemper Elevator Co., with offices in the Kemper building and a membership in the Chicago Board of Trade nearly 40 years ago. In 1900 he became president of the Kansas City Board of Trade.

Appointed receiver of the Kansas City, Mexico & Orient Railroad in 1917 he successfully reorganized the road and for his services received \$1,000,000. He was member of the federal reserve board's advisory council, a national Democratic com'iteman, and chairman of Missouri's social security commission.



Wm. T. Kemper, Kansas City, Mo., Deceased.

Grain and Feed Trade News

Reports of new elevators, feed mills, improvements; changes in firms; fires, casualties, accidents and deaths are solicited.

ARKANSAS

Carlisle, Ark.—The feed mill equipment of the Conway Cotton Oil Co.'s plant was purchased and shipped here recently.

Conway, Ark.—The feed mill equipment, formerly a part of the Conway Cotton Oil Co.'s plant, has been sold by Alfred G. Kahn, of Little Rock, for removal to Carlisle. The machinery was installed a few years ago at the cost of \$20,000. The oil mill has suspended operation and its oil crushing equipment sold and shipped to Paraguay, South America, about two years ago.

CALIFORNIA

El Monte, Cal.—The C. C. Stafford Milling & Warehouse Co. was recently incorporated, with capital stock \$50,000, to engage in a general grain, milling and warehouse business. Directors are C. C. Stafford, Walter B. Burris, and Viola M. Bruen.

Santa Clara, Cal.—A dairy feed company has been organized by the Santa Clara Valley Co-op. creamery, to be known as the Santa Clara Valley Dairymen's Feed Co. A feed warehouse and salesroom has been built on the co-op's property and a mill will be established adjoining the warehouse for grinding barley, oats and corn. F. J. Vargas has been named pres. of the new affiliated concern with F. E. Buckman treas., and M. J. Vargas, sec'y-manager.

San Francisco, Cal.—Following the separation of the San Francisco Grain Trade Ass'n from the San Francisco Chamber of Commerce, a new organization embracing all activities of a complete merchants exchange has been formed, entirely separate from the Chamber of Commerce. Appropriate committees, such as maritime, grain, legislative, appeals and floor, arbitration, statistics and information, will be established by the new exchange to function for its members. The Exchange will rent the trading floor of the Merchants Exchange building, to be used for the grain exchange and other activities of the organization. The new set up is more or less the same that prevailed prior to 1911, at which time the grain, maritime and other commercial activities were combined with the Chamber of Commerce. Officers of the new merchants exchange are H. S. Scott, pres.; Leo B. Hart, vice pres.; F. A. Somers, executive vice pres.; D. Belknap, sec'y.

CANADA

Ingersoll, Ont.—The Ingersoll Flour Mills, Ltd., burned on Jan. 10, with an estimated loss of between \$35,000 and \$40,000. The plant had a capacity of 100 bbls. per day. Machinery, equipment and 5,000 bus. of stored wheat were destroyed along with the brick and wood building. The pres. and manager is R. A. Stewart.

Blackie, Alta.—James D. and John D. Turner Jan. 7 were awarded damages of \$14,799 against Alberta Pacific Grain Co. and an uncontested counter-claim of \$10,000 was allowed by Alberta supreme court's appellate division. The brothers claimed the grain company failed to follow instructions in grain buying, resulting in a \$225,000 loss to them. Mr. Justice W. C. Ives of the supreme court's trial division dismissed the action on its first hearing, ruling the brothers were "merely gambling in wheat futures—an illegal act." On appeal, Chief Justice Horace Harvey agreed with the Ives judgment, but Mr. Justice H. W. Lunney and Mr. Justice Frank Ford, in their majority judgment, ruled no evidence presented brot the case under the criminal code section prohibiting gaming in stocks and merchandise. The transactions under dispute occurred between 1928 and 1932. Basis of damages was the difference between the price of July wheat when the brothers were sold out and the first day on which deliveries of July wheat would be made available. Net award to the brothers, deducting costs allowed on the \$10,000 counter-claim, was \$4,309.

Watrous, Sask.—The Watrous Flour Mill with its contents were burned recently. The loss is estimated at about \$10,000 with partial insurance. The capacity of the plant was 50 bbls. per day.

Rouleau, Sask.—Lester V. Samborn, grain buyer, is in hospital with serious injuries to his right arm and side suffered Jan. 8 when he became tangled in a belt operating a water pump at the Conger-Samborn Co. elevator.

New Westminster, B. C.—The first test of the new grain spout installed at the Searle Elevator this summer by the Harbor Board was given with the loading of the M. V. Martin Bakke, Dec. 8. The spout was highly satisfactory. It is power driven, not depending on gravity feed, enabling the loading of ships at any tide and faster than with the old type spout. The 500 tons were poured into the Martin Bakke in about an hour. The Board will now consider the advisability of installing more of the John S. Metcalf Co. Spouts at the elevator.

COLORADO

Denver, Colo.—Joseph Hagerty, Sr., 55 years with the Colorado Milling & Elevator Co., died recently.

Denver, Col.—The Trinidad Bean & Elevator Co. has opened a new grain department under the supervision and management of J. W. Campbell, well known grain man and active member of the Colorado Grain Dealers Ass'n. Trinidad, one of the largest and most successful bean merchandising firms in the country, has not handled grain for a number of years. The establishing of this new department will render a big service to the grain trade of the west, for Trinidad, with its main office in Denver, functions throughout the territory from California to Washington. L. W. Van Vleet is pres.

ILLINOIS

McCarty (Waverly p. o.), Ill.—The McCarty Farmers Elevator Co. has installed a new Soweigh Scale.

Mayview, Ill.—Frank Parker is the new local manager for the Federal-North Iowa Grain Elevators.

Prophetstown, Ill.—A new Soweigh Scale has been installed by the Rock River Lumber & Grain Co.

Bushnell, Ill.—Bushnell Grain & Feed Co. has purchased the Simonson elevator. Seth McClintick is operating it.

Wenona, Ill.—A group meeting of the Illinois Grain Dealers Ass'n will be held tomorrow, Jan. 27, at Stanton hotel.

Gibson City, Ill.—An electric moisture tester for grains and soybeans has been installed in the offices of the Sibley Grain Co.

Grant Park, Ill.—The interior of the Grant Park Co-operative Grain Co.'s two-room office is being remodeled and lined with plywood.

Hebron, Ill.—Nichols Bros. are now using the large special cleaner which they recently purchased from the Sidney Grain Machinery Co.

Sullivan, Ill.—J. Roy Bolin, who has been with the Tabor Grain Co. for the last two years, has gone to Chicago where he has a new position.

Welland (Mendota p. o.), Ill.—The Penrose Elevator Co. has had all of its buildings painted. The manager's home has also been remodeled.

Kansas, Ill.—The Kansas Grain Co. has just completed the painting of its elevator. The office also will be painted and the interior papered.—G. H. R.

Cissna Park, Ill.—The Cissna Park Co-op. Grain Co. is having two Hall Signaling Grain Distributors installed in its plant. Louis Meyer is the contractor.

Hudson, Ill.—We have installed a new electric truck lift and expect to put in new driveway floors and repair other machinery in the elevator.—Hudson Grain Co.

Nashville, Ill.—The Huegely Elevator was recently incorporated with 100 shares, par value, \$100. The incorporators are J. W. Huegely, C. R. Huegely and R. F. Leseman.

Dorans, Ill.—F. M. Lowe elevator has substituted electric power, namely a 25-h.p. motor, replacing the old steam power unit. The elevator also has been painted.—G. H. R.

Fithian, Ill.—The Fithian Grain Co., headed by William Corray, has purchased the elevator at Watkins Crossing, on the interurban line, from Grussing Grain Co., and is operating it from the local office.

Gilman, Ill.—Curt Stout, manager of the local office for Lowell Hoyt & Co., and Don Jones, the company's general manager for outside offices, are down in sunny Texas, angling for big ones in the briny waters of the Gulf.

Champaign, Ill.—Evans Elevator Co. has purchased the terminal elevator at this point which has operated under lease for the last several years. Several improvements have been put in, including installation of three Western manlifts.

Wellington, Ill.—Burglars entered the office of Braden & Boughton the night of Jan. 16. They knocked the combination off the safe and scattered papers around, but escaped with no valuables because the firm leaves no valuables around.

Scovel (Saunemin p. o.), Ill.—Saunemin Elevator Co. recently built a new brick engine house at its local plant and installed a new Fairbanks-Morse 10 h.p. gasoline engine, making possible improved and highly efficient service for its customers.

Paris, Ill.—The partnership of Rudy Huston and Arnold Moss, operating as The H. & M. Supply Co., on Route No. 16 and Penna R. R. is about to be dissolved. Attorneys for both parties have selected a receiver to liquidate the business.—G. H. R.

Du Quoin, Ill.—Roy L. Thompson has bot the Red Star mill from Edgar Provart, who retired after 22 years of successful management of the concern, because of ill health. Mr. Thompson has assisted Mr. Provart at the mill for the past two years.

Palestine, Ill.—The Meisenhelder Mill & Elevator Co. has just completed a new foundation under its elevator and erected a new cob and dust house on the west side. A new roof has been placed also, upon the flour mill building and attached warehouse.—G. H. R.

Milledgeville, Ill.—The George Landon mill, last of a number of flour mills operated by waterpower along Elkhorn creek, situated four miles northeast of here, the site once known as Freemont, is soon to be razed. The mill has not operated as a flour mill for many years.

Sollitt (Beecher p. o.), Ill.—The elevator of the Graham Grain Co. has been painted aluminum. Fred Cloidt checked out as manager on Jan. 11. John H. Wieggl, manager of the company's elevator at Polk (Beecher p. o.), is in temporary charge until a successor to Mr. Cloidt is appointed.

Sidell, Ill.—Sidell Grain Co. plans construction of a new 35,000 bu. cribbed elevator, with an attached crib for 25,000 to 35,000 bus. of ear corn, as soon as the weather becomes dependable for pouring the concrete foundation. The new elevator will replace one that burned in December.

Peoria, Ill.—H. A. Mulholland was elected pres. of the Peoria Board of Trade by a unanimous vote at the annual meeting and election of the Board held Jan. 10. He was formerly vice-pres. of the Board and succeeds J. Leo White, who was elected sec'y. In recognition of 52 years of continuous service as sec'y, John R. Lofgren was named ass't to the pres. H. M. Barlow was elected first vice-pres. and William Stoltzman, second vice-pres. Fred F. Blossom was chosen treas. Directors elected are F. L. Barlow, R. F. Mueller, E. W. Sands, Joseph F. Sheridan, Guy F. Luke, A. M. Courtright, H. H. Dewey, H. W. Hudson, Grant M. Miles and R. S. Turner.

Galesburg, Ill.—Consumers Fuel, Grain & Seed Co. has leased the Farmers Galesburg Elevator Co. and is moving its merchandise and equipment to the new location. The company will be in better position than ever before to handle grain and ear corn and render high class service in all departments to its customers.

Tuscola, Ill.—For the second time within six months the office of the Collins Grain Co. has been entered by burglars. Both times nothing but money was taken. The first time the safe was forced, the second time the money was taken from a secret hiding place. The money was the day's receipts from the oil station business, conducted late into the night.—G. H. R.

Forrest, Ill.—A group of farmers of Forrest township have purchased the Franey elevator located 3 miles east and 3 miles south of Forrest, on the I. C. railway, from M. E. Franey, who formerly operated it. They plan to conduct a coal business in conjunction with their regular grain business. Purchasers of the elevator are Jesse H. Sohn, of Strawn, Fred and Andrew Rieger, Sam Maier and Harold Honegger.

Morris, Ill.—The Morris Packet Co., a subsidiary of the Finnegan Grain Corp., has leased the Morris Grain Co. property and will resume operations at this location. The Morris Grain Co. recently closed, as a corporation, deeding to Oscar Collins all its property, buildings and machinery. Under the new management, the plant will be operated as in the past. James Finnegan is pres. of the Packet company, and Mrs. Finnegan is sec'y.

Greenview, Ill.—According to George H. Busch, who owned the Greenview elevator that was destroyed by fire early Jan. 6, it is not planned to rebuild the elevator at the present time. The Fernandes Grain Co. had leased the building and was operating it, Joe Sprouse serving as local manager. A quantity of corn owned by the company was in the plant at the time of the fire, a shipment of 1,500 bus. having been delivered to the plant late on the day preceding the fire. Sim Fernandes resides in Springfield. He may erect a temporary structure to finish the corn season. The office, equipment, cob burner and driveway of the elevator will be sold.

Morris, Ill.—The Morris Grain & Seed Co., one of the oldest corporations of Grundy county, will discontinue business as soon as its affairs are in shape so that all its creditors, which are only current, are paid. The principal stockholders of the company have made arrangements to discharge all of the obligations of the company and in turn all of the property of the company will be transferred to Oscar E. Collins and the company dissolved. The seed business will be conducted and all contracts for the purchase and sale of seed will be carried out by M. H. Wilcox, manager of the corporation. Pending the dissolution of the corporation arrangements will be made to operate the grain end of the business. The depression is given as the reason for discontinuing the business.

Watseka, Ill.—The Watseka Farmers Grain Co., Co-op., reports the following as summarizing the operations of the company for the year ended Sept. 30, 1937; compared with 1936, grain handled was: in bus., for 1937, corn, 215,823; paid \$227,410.57; oats, 110,951; paid, \$43,122.33; wheat, 26,581; paid, \$28,550.47; rye, 2,934; paid, \$2,237.20; total for year, 356,289 bus.; \$301,320.57; for 1936, in bus., corn, 350,684; paid, \$213,654.39; oats, 99,738; paid, \$28,067.75; wheat, 11,798; paid, \$11,713.31; rye, 309; paid, \$167.39; total for year, 462,529 bus.; \$253,603.34. Merchandise handled for 1937 as compared to 1936 was as follows: 1937, coal, \$29,790.19; feeds, seeds, tile, sewer, etc., \$121,119.96; implements, \$62,467.29; for 1936, coal, \$30,994.25; feeds, seeds, tile, sewer, etc., \$50,778.48; implements, \$32,809.21. Total for year 1937, \$213,377.44; for 1936, \$114,581.94. Homer W. Bell is manager of the company.

CHICAGO NOTES

A proposed amendment to the rules of the Board of Trade which would have prohibited the treasurer from holding any other office in the ass'n during his term of service, was defeated 383 to 241 in a ballot vote of the membership.

Beginning Feb. 1, new service fee schedules of the state division of grain inspection will be in effect. The new rates as authorized will be found published elsewhere in the Journals.

James A. Noble, chief sampler of the Chicago Board of Trade, submitting his annual report for the year ending 1937, reported 81,881 cars sampled; 48,854 cars tested for moisture; 468 cars of soybeans sampled for appeal; 3,443 bags of seed sampled.

Fred H. Clutton was reappointed sec'y of the Chicago Board of Trade, and W. H. Smith will head the important business conduct com'te. J. J. Coffman was made chairman of grain; William B. Bosworth was reappointed ass't sec'y of the exchange.

Elected to membership in the Board of Trade were J. Everett Allen, Lakeland, Fla.; Edward N. Puckett, Enid, Okla.; Aaron A. Freundlich, Brooklyn, N. Y.; Adolph D. Bresler, Chicago; Joshua J. D. Derry, Chicago. Applications of J. J. Bittel & Co. and Redmond & Co. for clearing house privileges were approved.

The report of the special com'te which is developing rules to govern trading at Chicago in cottonseed oil future contracts may be expected shortly. Pres. Kenneth S. Templeton has informed the Board of Trade. Another com'te, he stated, is considering the advisability of trading in rye and soybeans in round lots of 1,000 bus. instead of, at present, in round lots of 5,000 bus.

John J. Bittel, senior partner of J. J. Bittel & Co., and a director of the Board of Trade, died at St. Luke's hospital Jan. 18 of a cerebral hemorrhage. Ill for the past week, Mr. Bittel was stricken on a train at Cairo, Ill., enroute to Biloxi, Miss. He was brot back to Chicago, succumbing a few hours after arrival here. His brother, Frank J. Bittel, was his business partner, and survives him.

Concrete restoration and waterproofing were discussed at great length at the January meeting of the Chicago Chapter of the Society of Grain Elevator Superintendents of N. A., held Jan. 11. A paper by Ralph Finley, consulting engineer, was read and H. G. Onstad and E. H. Karp gave valuable information based on their many years' experience in the design and construction of concrete grain elevators. Pres. Jack Waterbury was in charge of the meeting.

F. S. Lewis & Co. will retire as a firm, and Fred S. Lewis, pres., will become associated with the Stratton Grain Co., it was announced Jan. 20. All open accounts of F. S. Lewis & Co. have been transferred to the Stratton concern. Lewis and Harry M. Stratton, pres. of the Stratton Co., have for many years been associated in the grain business. The new member of the Stratton Company has been carrying on a business of international scope, and the Stratton organization believes that the association will afford a much improved service for the friends of both firms.

J. A. Schmitz, weighmaster and custodian of the Board of Trade, in his annual report showed 89,529 cars weighed on arrival of which 67,996 were of grain and 5,002 of soybeans. Out bound cars weighed totaled 52,347 of which 32,846 were grain and 1,316 soybeans. The total of cars weighed in 1937 were 141,876 as compared to 135,524 cars in 1936. Total of grain weighed to and from boats in 1937 were 66,637,467 bus. as compared to 38,165,377 bus. in 1936. Grain weighed from trucks in 1937 totaled 2,157 trucks and in 1936 5,916 trucks. The quantity of grain registered and held in trust during the year, Mr. Schmitz reported, amounted to 66,529,232 bus.

INDIANA

Tipton, Ind.—Russell M. Davis was married on New Year's day.

Galveston, Ind.—The Galveston Farmers Elevator Co. has filed notice of final dissolution.

Ft. Wayne, Ind.—Allen County Farm recently installed a new Sidney Vertical mixer, elevator and conveyor.

New Harmony, Ind.—George Couch & Sons has a new No. 2 Kelly Duplex Vertical Feed Mixer with motor drive.

Chesterfield, Ind.—Chesterfield Grain Co. is installing a new Blue Streak Hammer Mill complete with magnetic separator.

Campbellsburg, Ind.—Livonia Milling Co., Inc., has been incorporated by Elmo W. Cauble, Thos. W. Cauble and Natalie J. Cauble, consisting of 60 shares of \$50 par value, to do a general milling business.

Connersville, Ind.—Fayette County Farm Bureau has just installed a new No. 2 one-ton Kelly Duplex Vertical Feed Mixer.

Delphi, Ind.—Jason L. Whiteman, 58, member of the firm which operates the Whiteman & Co. elevator, died at his home Jan. 13.

Etna Green, Ind.—Forcing open the safe in the office of the Etna Green Milling & Elevator Co., Jan. 9, burglars obtained about \$40.

Otterbein, Ind.—Mrs. Walter E. Rich, wife of the owner of the Rich Grain Co., passed away last week. With her husband, a son, Lester, survives.

Nashville, Ind.—Timothy D. Calvin, 79 years old, who for many years was engaged in the milling business in Nashville, died at his home here recently.—W. B. C.

Amboy, Ind.—John W. Knox, 72, a grain dealer and elevator operator here and at Converse for many years, died at his home Jan. 1 following a year's illness.

Fulton, Ind.—The Mayer Grain Co. has installed a hammer mill and mixer and a new cleaner together with a standard electric power and motor installation.—L.

Terre Haute, Ind.—The Graham Grain Co.'s elevator was damaged by fire Jan. 18, the blaze starting from a hot motor in a corn dryer, proved unusually stubborn.

Cicero, Ind.—Yeggman cracked the safe in the office of the Cicero elevator early the morning of Jan. 9, and escaped with approximately \$75 and some valuable papers.—Leif.

Mt. Vernon, Ind.—Nelson E. Kelley, manager of the Mt. Vernon Milling Co., has been elected pres. of the Mt. Vernon Chamber of Commerce. Kelley is a great civic booster.—W. B. C.

Bedford, Ind.—Personal property and real estate of the Lemon Milling Co. will be sold at receivers sale, the sale to be conducted privately beginning on Jan. 21 and continuing from day to day thereafter until sold.

North Hayden (Lowell p. o.), Ind.—The Gleaners & Farmers Co-operative Co. has installed a Caterpillar diesel engine, a No. 23 Western corn sheller and a rig to handle the cobs from an extensive ear corn business.

Yoder, Ind.—Cecil Quackenbush, an employee in the Hoosier Grain & Supply Co. elevator here, was cleaning out a "choke" in elevator boot Jan. 10 when the machinery started, cutting a severe gash in his wrist.—Leif.

Perkins Spur (Goodland p. o.), Ind.—G. G. Dixon will remain as manager of the Harlan Grain Co. elevator, and Arley Dorton, assistant manager, under the new owners, Federal North Iowa Grain Co., who took charge of the local plant, under lease, Jan. 1.

Indianapolis, Ind.—New members recently enrolled in the Indiana Grain Dealers Ass'n are Shoros Co. of Cedar Rapids, Ia.; Joslin-Schmidt Corp., Cincinnati, O.; Upland Grain Co., Upland; Price Chemical Co., Louisville, Ky., and Hirsch Bros. Grain Co., Clymers.—Fred K. Sale, sec'y.

Kirkpatrick (Linden, R. F. D.), Ind.—The Kirkpatrick Grain Co. celebrated its twenty-fifth anniversary with a community dinner and stockholders meeting Dec. 30. One hundred and twenty-five persons were present as guests at the dinner. W. A. Gray was re-elected manager for the coming year.

Hedrick, Ind.—Ura Seegar, whose elevator was burned Jan. 3, 3:30 p. m., along with 6,300 bus. oats, 21,208 bus. soybeans and 1,000 bus. corn, as the direct result of sparks being drawn up cob spout from the cob burner to cupola, will rebuild immediately. A cut-off valve in the lower end of the long spout would have prevented this disastrous fire.

Kentland, Ind.—Effective Jan. 1, the Federal North Iowa Grain Co. has leased the Harlan Grain Co. elevator properties, both in Kentland and Perkins Spur (Goodland p. o.), east of here. The transfer was announced Dec. 29 by Chester C. Harlan, who has been associated with his father, C. C. Harlan, Sr. The serious illness of the latter, who has been operating the business since 1919, and the other business interests of the son, were given as reasons for the business change. Mr. Harlan, Sr. retains the ownership of the elevator properties under terms of the contract, sharing in the profits of the business. S. L. Gordinier is the new manager, who, with Mrs. Gordinier, arrived Jan. 1 from Rutland, Ill., and assumed charge of the plant. He is an experienced grain man and capable of handling the business in an efficient manner.

Scoular-Bishop Grain Co.
GRAIN MERCHANTS
KANSAS CITY SUPERIOR OMAHA

Carlos, Ind.—Harold Tharp, owner of the local elevator, purchased a building 25x50 ft. to be used for storing ear corn and merchandise.—Leif.

Columbia City, Ind.—Eugene Kraus and Royal D. Clapp have formed a limited partnership and will operate their business under the name "The Columbia Grain Co.," conducting a general elevator and wholesale and retail farm mercantile business at Columbia City. The partnership went into effect Dec. 1, 1937, and will terminate Nov. 30, 1962.

New Ross, Ind.—The interests of the New Ross Grain & Lumber Co. were divided the first of the year. The name was split into the New Ross Grain Co. and the New Ross Lumber Co. Walter Whitecotton, principal owner, retains the management of the lumber company, and farm supply division. Dorman Harris has been given charge of the grain company.

Bluffton, Ind.—Amos W. Snyder, 54, manager of the Hoosier Grain & Supply Co., died Jan. 20 at his home following an illness since early December, with diabetes and complications. Before coming to Bluffton in 1929 he and his family resided in Berne, where he managed the Berne Equity Exchange for 10 years. Preceding that period he had charge of elevators both at Linn Grove and Liberty Center.

Stillwell, Ind.—I have recently bot and remodeled the J. H. Taylor & Sons Elevator which I am operating as the Stillwell Elvtr. Co. Among the improvements made, I have installed a new bucket elevator; a new Sidney Sheller, with capacity of 500 bus. per hour; a Brown Duvel Moisture tester; a new 25-ton Howe Recording Beam Scale and new electric motors and appliances.—Jack Gilchrist, Mgr., Stillwell Elvtr. Co.

Sandborn, Ind.—Otto F. Due, a leading citizen of Sandborn for many years, has purchased the Sandborn Elvtr. Co. stock from the three proprietors, Everett Campbell, Howard Clodfelder and William Pahmeier, and taken immediate possession of the business. He has also completed a lease for the property, and will continue to operate the elevator, individually, however, and not as a corporation. Gene Curry, who has been with the concern for 11 years, will continue under the new ownership in the same capacity.

IOWA

Lake View, Ia.—L. M. Wicker, 64, local grain dealer, died Jan. 5 at his home.

Eldridge, Ia.—The Farmers Elvtr. Co. is now known as the Eldridge Co-operative Co.

Batavia, Ia.—The firm name of Strain & Jager has been changed to Jager-Lowenberg Grain Co.

Springville, Ia.—An unsuccessful attempt was made by a gunman to rob the local elevator Jan. 12.—A. G. T.

Elkport, Ia.—J. B. Jaster has purchased a new No. 1 one-half ton Kelly Duplex Belt Driven Feed Mixer.

Miller, Ia.—The Federal North Iowa Grain Co.'s local elevator has been completely iron clad by the Ibberson Co.

Reinbeck, Ia.—Moeller & Walter, Inc., has purchased the Dinsdale Grain & Lumber Co. and took immediate possession.

Ferguson, Ia.—At the annual meeting of the Ferguson Elvtr. Co. William Renner was rehired as manager of the company.

Rockwell City, Ia.—E. R. Sellstrom, formerly of Algona, has taken over the management of the local flour and feed mill.

Mason City, Ia.—H. J. Venie has accepted a position as manager of the International Milling Co.'s office at Blue Earth, Minn.

Westview (Pocahontas p. o.), Ia.—The Car-gill, Inc., elevator has undergone repairs, T. E. Ibberson Co. having the contract.

Martinsburg, Ia.—The south part of the W. H. France Lumber Co.'s grain elevator has been torn down and at present is being rebuilt.

Kanawha, Ia.—A new driveway and other repairs were a part of the improvements made for the Federal North Iowa Grain Co. by the T. E. Ibberson Co.

Columbus Junction, Ia.—G. W. Weber of Weber & Huston was recently re-elected to the Board of Directors of the Columbus Junction State bank.—A. G. T.

Traer, Ia.—Harold Hoepfner has accepted a position as manager of the Dinsdale Grain & Lumber Co. at Dinsdale, recently bot by Moeller & Walter, Inc., of Reinbeck.

Moville, Ia.—W. L. Sanborn, 73, passed away recently. He had been continuously in the grain business for the past 50 years at Moville, coming here in Nov., 1887.—A. G. T.

Iowa Falls, Ia.—A. L. Shoments, of Blue Earth, Minn., is the new manager of the local International Milling Co.'s office. He held a similar office for the company in Blue Earth.

Cedar Rapids, Ia.—Harry E. Hull, 73, former grain dealer in Cedar Rapids and Williamsburg, and prominent in state politics, died in Washington, D. C., Jan. 16, after a two weeks' illness.

New Hampton, Ia.—Roy Grove and George Egan, former employees of the New Hampton Mill, have purchased the Conry Mill from W. J. Conry. The Conry Mill is the former Brannon Elevator.

Rock Rapids, Ia.—The Quaker Oats Co. recently installed a new 30-ton scale outside of the office building with the beam built into the alcove window of the office. Ibberson Co. had the contract.

Sioux City, Ia.—Attorneys for the two sides Jan. 18 agreed on stipulations in federal court in the case of the Terminal Grain Corp. against the United States government. A hearing likely will follow in open court.

Berwick, Ia.—V. R. Fulton, Berwick feed grinder operator, has opened a new feed store. The establishment will be known as the Berwick Feed Co. and will specialize in the manufacture and sale of balanced feeds.

Dinsdale, Ia.—The Dinsdale Grain & Lumber Co. has been bot by Moeller & Walter, Inc., of Reinbeck, who have taken possession. Harold Hoepfner of Traer has been employed by the buyers to manage the business.

Cherokee, Ia.—The Allison Feed Milling Co. is planning to install feed pelleting equipment at a cost of \$4,000. The Allison Company began business in Cherokee late last summer, following remodeling of the old Sjoström building.

Ogden, Ia.—Walker Grain Co. has recently completed conversion of its north elevator into an ear corn handling plant. A new boot, belt, cups, drag and dump sink were necessary. The work was given to Todd Construction Co.

Winthrop, Ia.—Francis Cailan has been appointed manager and sec'y-treas. of the Winthrop Elvtr. Co. for the coming year. He succeeds Joseph B. McKay, manager for three years, who will retire because of ill health.

Panora, Ia.—An attempt was made to blow the safe at the Farmers Elevator recently, but the thieves were evidently frightened away before completing the job, as the door was cracked but not broken off, and inside safely reposed \$300 of the company's money.

Hawkeye, Ia.—Stockholders of the Farmers Elvtr. Co. voted Jan. 18 to adopt co-operative form of organization in place of the present corporate form. Wm. Maekstad of Ames presented the plan at the annual meeting. Tom Pfund is the present manager.—A. G. T.

Bode, Ia.—A. W. Gray, Bode Farmers Elvtr. Co. manager, was taken seriously ill early Jan. 7 when he suffered a hemorrhage. Mr. Gray has been manager of the Bode elevator since March, 1933, and before coming to Bode was manager of the Renwick elevator for 14 years.

Kelly, Ia.—The Ames Grain & Coal Co., owners of the two local elevators, has just finished installing the following machinery: in the south plant a Western 33 Cleaner with a V-Belt drive, a head drive, Western man lift, a motor direct on the sheller. The work was let to Todd Construction Co.

Wightman (Lohrville p. o.), Ia.—John Sherrard will manage the E. E. Wentz elevator and has already taken over his new duties. Mr. Wentz purchased a residence property which Mr. Sherrard expects to occupy with his family Feb. 1, moving here from Lanesboro, where he was formerly employed.

What Cheer, Ia.—Herman Tinsley was the victim of a painful accident Dec. 30 while unloading corn at the Wilcox elevator. A rod pierced one of his eyes, necessitating its removal. Mr. Tinsley had lost the sight of the eye in a previous accident and was unable therefore to see the rod in time to avert the accident.

Stilson (Britt p. o.), Ia.—The Stilson Co-op. Grain Elevator burned the night of Jan. 12 with a loss estimated at \$15,000. The fire is believed to have started in the engine room below the office. B. F. Higdon, pres. of the co-operative, stated the loss was insured.—Frank M. Ward.

Ames, Ia.—We have just installed a Bender truck lift in our local elevator.—Ames Grain & Coal Co.

Napier (Kelley p. o.), Ia.—The Ames Grain & Coal Co. has remodeled the bins over its driveway, installed a Bender truck lift and direct motor connection at the elevator legs; a new head drive, roller bearing for a Western Sheller, and a new Western man lift. Todd Construction Co. had charge of the work.

Norwich (Shenandoah p. o.), Ia.—Oscar M. Dougherty, 61, prominent elevator operator and community leader of Norwich, died unexpectedly early Jan. 15 from a stroke of paralysis suffered a few hours before. Mr. Dougherty was the owner of three grain elevators and extensive land interests.—F. M. W. of Hart-Bartlett-Sturtevant Grain Co.

Sioux Center, Ia.—The \$15,000 remodeling job on the Farmers Co-op. Society elevator has been completed. The new building on the north contains the storage bins, the old elevator contains the grinding equipment and some storage bins and the large double drive has been made suitable for trucks. Neal DeWit is manager of the elevator, assisted by Seine Gerritsma and Gerrit Bleeker.

Marion, Ia.—Herbert Dunn, operator of the Farmers Elvtr. Co. was held up Jan. 13 by a stranger who held a gun at his back as he was closing the office, and ordered him to reopen the door. Instead, Mr. Dunn ran to his car and drove off, leaving a surprised gunman behind. No trace of the hold-up man was found when search was instituted. The elevator was not molested.—A. G. T.

Cedar Rapids, Ia.—Three changes in executive personnel of the Quaker Oats company in Cedar Rapids, Chicago and St. Joseph, Mo., were announced by George Laird, general manager of the local plant. H. Earle Muzzy, operating sup't here, will be transferred to Chicago and will become vice pres. in charge of all export sales of the company. Edward Sheehy, who was moved to the St. Joseph plant two years ago as ass't sup't of operations, will return to Cedar Rapids to become operating sup't here. Douglas Kirk, head of the package dep't in the Cedar Rapids plant, will take Mr. Sheehy's position at St. Joseph.

Cedar Rapids, Ia.—John C. Reid, formerly vice-pres. and general manager of the National Oats Co., was elected pres. Jan. 18, to succeed J. R. Mathews who retired to become chairman of the board. The National Oats Co. was organized by J. R. Mathews and J. C. Reid in 1904 as the Corno Mills of East St. Louis, Ill., later acquiring plants at Peoria, Ill., and Cedar Rapids. Mr. Reid has been executive officer of the Cedar Rapids plant since 1924. Other officers elected at the annual meeting held in St. Louis Jan. 18 are J. L. Cooper, of Cedar Rapids, as vice pres. and sec'y; J. G. Mathews, St. Louis, as vice-pres. and treas.; J. M. Ford, Cedar Rapids, vice-pres. in charge of sales; A. S. Vermeesch, Cedar Rapids, ass't sec'y; and F. P. J. Streszewski, St. Louis, ass't sec'y.—A. G. T.

DES MOINES LETTER

J. M. Brewbaker, 62, proprietor of the Brewbaker Coal & Feed Co., of Des Moines, was seriously injured Jan. 14, when a truck, loaded with six and a quarter tons of coal, driven by his son, Oren, backed over his legs. He was walking behind the truck, directing its backing, and stooped to pick up a broken jug in the path of the tires. The truck body knocked him over and the dual tires on one of the rear wheels passed over his legs almost to his waist.—A. G. T.

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Western Grain & Feed Dealers Ass'n will hold its annual convention in Des Moines May 2 and 3. Monday morning and afternoon and Tuesday morning will be given over to business sessions. The annual banquet will be given Monday evening and the Tuesday luncheon will close the convention. A large crowd is expected to be in attendance.

Des Moines, Ia.—The Dannen Grain & Milling Co., with main offices at St. Joseph, Mo., has opened a cash grain office in Des Moines. The firm, which also has a mill and elevators at St. Joseph, has a grain office at St. Louis, Mo., in addition to feed warehouses and dealers thruout Missouri, Nebraska and Kansas. The local office will be managed by Arthur E. Frank, formerly of St. Joseph.

KANSAS

Topeka, Kan.—Officers of the Board of Trade elected recently are M. P. Fuller, pres.; F. A. Derby, vice pres.; G. A. Jordon, sec'y.

Studley, Kan.—Cale Cochran, who has been in the grain business here for several years, has accepted the management of the Farmers Union Co-op. Ass'n elevator at Everest and moved his family to that town.

Mount Hope, Kan.—The Howard Grain Co. elevator has been sold to Harold Dow, who will operate it as an independent concern. Mr. Dow was manager of the Red Star elevator here for a number of years.

Wichita, Kan.—Charles H. Newman, who recently resigned as vice-pres. and general mgr. of the Wichita Mill & Elevtr. Co., has been elected executive vice-pres. of the Kimbell-Diamond Milling Co. and will establish headquarters at Fort Worth.

Kiowa, Kan.—Bowersock Mills & Power Co. is now located in its new office and warehouse quarters which provide added convenience to customers as well as considerably greater warehouse space. A 17-ton scale with a 34-ft. platform has been installed at the new warehouse.

Centralia, Kan.—The Centralia Farmers Union Business Ass'n has the foundation for its new warehouse completed and is erecting the structure, 18x36 ft. with 10 ft. high side walls, adjoining its elevator to the west. In the southwest corner of the new building will be the office, the present office building to be torn down.

Richland, Kan.—A new high line has been run into Richland by the Kansas Power & Electric Co., and the Richland Elevtr. Co. has equipped the elevator with lights thruout and several small motors for cleaners, etc., have been installed. The main power will continue to be supplied by a diesel engine.—Richland Elevtr. Co.

Everest, Kan.—The Farmers Union Co-op. Ass'n has employed Cale Cochran to manage its elevator. Mr. and Mrs. Cochran and daughter arrived from Studley, where Mr. Cochran had been in the grain business for a number of years, and will make their future home here. Vernett Reeves, who was the former manager, resigned to give full attention to his farm.

Peabody, Kan.—The Peabody mill will be under new management after Feb. 1, having been leased by the owner, O. Jolliffe, to Harold P. Trusler and Otto Behymer of Emporia and Nelson H. Poe of Elmdale. Mr. Poe is to be active manager. They will carry on a general milling and grain business. Trusler and Behymer are partners, known as the Trusler & Behymer Grain Co. at Emporia and have a line of elevators.

KENTUCKY

Jeffersontown, Ky.—Davis Feed Store has installed a new No. 2 belt drive Kelly Duplex Vertical Feed Mixer.

Hodgenville, Ky.—On Jan. 13 stock of the Hodgenville Roller Mills stored in two uninsured frame warehouses was destroyed by fire which communicated from an exposing tobacco warehouse fire.

Upton, Ky.—Rudolph Lawler, owner of the Upton Roller Mills, which was destroyed by fire Dec. 22, has announced that he will rebuild on the old site.

Pikeville, Ky.—Williams Feed & Transfer Co., capitalized at \$5,000, has been granted a charter. Incorporators were Robert Williams, Grover C. Call and Grace Williams Call.—A. W. W.

MICHIGAN

Escanaba, Mich.—Chas. F. Glavin recently installed a No. 2 Kelly Duplex Vertical Feed Mixer with motor drive.

Boyer City, Mich.—A fire probably caused by a hot air furnace destroyed the warehouse and stock of the Boyne City Co-op. Co. on Jan. 8.

Detroit, Mich.—A truck loaded with feed owned by the A. K. Zinn Co. turned over in a ditch between Webberville and Fowlerville, Mich., on Dec. 31.

Port Huron, Mich.—Earl Norris, formerly of Norris & Son, elevator operators at Howard City, is new manager at the Port Huron Storage & Bean Co. plant.

Sidney, Mich.—Delo F. Baker, former head of the Montcalm county highway department, has purchased the Sidney Elevtr. Co. and the Sidney Co-op. Marketing Ass'n and will continue the business.

Freeport, Mich.—C. H. Runciman, Lowell elevator man, has purchased the local elevator from the Brunner estate. He has been renting the local plant for the past two years and stated he expects to make some improvements and instal new machinery. Louis Overholt is the manager.

Howard City, Mich.—The Howard City Elevator has purchased the Norris elevator, formerly the Albert O'Donald elevator, west of the railroad tracks. Norris & Son have retired from business, Earl Norris and family moving to Port Huron, where Mr. Norris is managing the Port Huron Storage & Bean Co. plant, and his father, Rex Norris, returning to his former home at Ithaca.

Pontiac, Mich.—Directors of co-operative farm elevators in Oakland and five other counties have planned a series of three noon day meetings to be held in this city at Hotel Heldenbrand. The first meeting was on Jan. 11. The other two will be on Feb. 9 and March 16. The meetings are arranged by the Michigan Elevtr. Exchange for the discussion of mutual problems of the elevator managements. Directors interested are from elevators at Wixom, Oxford, and the Wixom-Highland Producers Ass'n in Oakland County, and from four co-operative ass'n's in Macomb County, two in St. Clair, one in Genesee, three in Lapeer, and two in Sanilac County.

Lansing, Mich.—A hearing will be heard on March 30 on a petition for dissolution of the Christian Breisch Corp., grain and bean jobbers. Martin Ruster has been appointed to act as temporary receiver. The petition for dissolution listed outstanding obligations of approximately \$53,000 and assets slightly in excess of \$120,000. The corporation engaged in jobbing of beans, wheat and other grains with elevators at DeWitt and Laingsburg as a part of its business. Petitioners advised the court that during the past several years, for various reasons, the grain and bean business has shown losses and that during the past nine months, for no accountable reason, the business has suffered large losses.

MINNESOTA

Willmar, Minn.—A new hammer mill has been installed in the Allstate Hatchery.

Frost, Minn.—General repairs were made recently for the Farmers Co-op. Elevtr. Co.

Ortonville, Minn.—Roy Gustafson has taken over the management of the Clinton Feed Mill.

Osakis, Minn.—Osakis Milling Co. has a new No. 3 Kelly Duplex Ear Corn Crusher and Feeder.

OUR railroads were the biggest factor in developing the middle west—they're still the key to American progress. But we've been taxed for dredging "political fish pond canals"—for converting mud-holes and creeks into "deep waterways"—encouraged commercial trucking that pays little or no taxes—smashes paved roads—a menace to life and property. And these vote-getting, blundering, squandering escapades have not reduced the cost of living a millionth of one per cent—but—they're undermining our rail-ways and adding to our tax burdens. Think it over—do something about it.

LOWELL HOIT & CO.

Brewster, Minn.—The Farmers Elevtr. Co. was burglarized Jan. 10, a small amount of cash being taken.—A. G. T.

Sauk Center, Minn.—Farmers Shipping Ass'n have had a new No. 4 Kelly Duplex Ear Corn Crusher & Feeder installed.

Lancaster, Minn.—A. W. Person has sold his cream station, flour, feed and seed business in Lancaster to Harold Patchin.

Belview, Minn.—Installation of new head drives was made at this point for the Pacific Grain Co. by the T. E. Ibberson Co.

Minneapolis, Minn.—M. B. Parsons, ass't manager of the Northwest Department of the Mill Mutuals Insurance Co., died Jan. 18.

Princeton, Minn.—Elmer Lund has been appointed to take charge of the poultry and feed dep't at the Princeton Co-op. Creamery.

Pequot, Minn.—A new 25 h.p. Fairbanks-Morse hammer type mill has been installed at the Pequot Co-op. creamery in the addition recently built.

Eden Valley, Minn.—A 20-ton scale, 26 ft. long, was installed recently in the plant owned by the Ben Garding Elevtr. Co. The T. E. Ibberson Co. made the installation.

Finkle (Moorhead p. o.), Minn.—A 10-ton truck dump scale was installed and other general repairs made on the property of the Moorhead Farmers Elevtr. Co.

Marshall, Minn.—J. R. Rasmussen Co., Inc., grain elevators, has been incorporated with a capital stock of \$25,000, by H. C. Whitten, H. A. Drew, E. J. Dorsey, all of Minneapolis.

Forest City (Litchfield p. o.), Minn.—Forest City's new feed mill opened recently under the management of Millard R. Castle, who has operated a mill at Kingston for several years.

Blue Earth, Minn.—A. L. Shomonta, manager of the local office of the International Milling Co., has moved to Iowa Falls, Ia., where he will take over a similar office for the same company. H. J. Venie, of Mason City, will take over the Blue Earth office.

STRATTON GRAIN CO.

MILWAUKEE, WIS.

CHICAGO, ILL. SPRINGFIELD, O. ST. JOSEPH, MO. SCHNEIDER, IND. NEW YORK, N. Y.

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Consignments and Future Orders Solicited

Ghent, Minn.—A new manlift has been installed for the National Atlas Elevator Co. by Ibberson Co.

Renville, Minn.—The Pacific Grain Co.'s plant has been painted, and new bins have been put in and general repairs have been made. The contract for this work was awarded to the T. E. Ibberson Co.

Oslo, Minn.—The Farmers Co-op. Elevator Co., incorporated; capital stock, \$10,000. Incorporators are Oscar Oseth, Anton Enge, J. T. Imsdahl, B. A. Eggen, Gust W. Nelson, Hjalmer Nelson and H. H. Francisco.

Kennedy, Minn.—A new cleaning mill like those used in the large terminal elevators, has just been installed at the Kennedy Grain & Supply Co. elevator. A. C. Hjeldness is manager of the elevator. The new mill will clean 400 bus. of wheat per hour.

Minneapolis, Minn.—The Archer-Daniels-Midland Co. has leased the feed manufacturing plant formerly operated by the Dickinson Feed & Seed Co. and is operating it. These facilities expand the mixing capacity of the company, making it one of the principal mixed feed concerns of this locality. George Smith, formerly of the Dickinson Feed & Seed Co., will be associated with H. A. Vanderhoof, who is manager of the company's feed department, in the conduct of that business. Mr. Smith's retirement from the Dickinson company was announced in the last issue of the Journal.

Minneapolis, Minn.—The suit by the Schreiber Milling & Grain Co. against the Nutrena Mills, Inc., of Kansas City, to recover a balance due on the purchase by the Nutrena Feed Mills, Inc., of Minneapolis, of the feed plant at one time operated in Minneapolis by the Schreiber interests, has been decided in favor of the Nutrena Mills, Inc., of Kansas City. The court held there was no connection between the two distinct Nutrena companies, that there was no evidence of fraud or conspiracy. After the Minneapolis Nutrena Feed Mills, Inc., went out of business the plant was bought at sheriff's sale by the Schreiber Company.

Ellendale, Minn.—The dispute over the dissolution of the Farmers Milling & Elevator Co. has been settled. The objectors won, \$21,875.15 in liabilities having been disallowed by the court. Six revisions were made: \$1,500, O. H. Opsahl, account shown in final report as an asset, was ruled not an asset of the receivership and reduced to \$1,200, striking \$300 in anticipated dividends advanced to him. The Albert Berg claim for \$9,375.15, shown as current liabilities, was disallowed, final account showing no liability to Mr. Berg. The L. L. Druley claim of \$13,700, shown as liability, was adjusted and reduced to \$3,500, compensation for services and expenses as receiver, he to pay \$150 attorney's fees and \$500 to attorney for stockholders. Final account adjusted was assets \$26,111.15 and liabilities \$26,111.15.

DULUTH LETTER

Transfer of Duluth Board of Trade memberships this month were J. W. Farnham, to F. A. Gannon, Minneapolis, J. Juul, Minneapolis, to J. A. Sim, New York.

Wrecking of the "C" house of the Consolidated elevator company has been completed and demolishing of the larger "B" plant is going along slowly. It will be some time before this work is finished.

On Jan. 27, the Duluth Commission Merchants Ass'n will hold its annual meeting and election of directors. Present directors are F. B. Getchell, H. B. Stoker, W. W. Bradbury, T. F. McCarthy, R. H. Tietze.—F. G. C.

C. F. Macdonald, sec'y of the board of trade, has been named vice chairman of the Great Lakes-St. Lawrence waterway com'tee of the Duluth chamber of commerce, W. R. McCarthy, pres. of the Capitol Elevator Co., director chairman and G. H. Spencer, pres. of the Consolidated Elevator Co., a member of the waterway com'tee.

The annual election of the Board of Trade held Jan. 18, resulted in the re-election of T. F. McCarthy, president and Ely Salyards, vice-pres., both being unopposed. Elected to serve as directors for three years were: Geo. Barnum, Jr., G. H. Spencer, and R. H. Tietze. The former two were re-elected, their term just expiring. W. W. Bleecher was elected to serve out the unexpired term of the late H. J. Atwood, ending in 1939. Elected to the board of arbitration were A. G. Ryan, W. J. McCabe, A. B. Starkey. Board of appeals: R. A. Bissnette, W. N. Totman, F. E. Lindahl, W. F. Starkey, M. A. Sauter.—F. G. C.

Duluth, Minn.—Annual election of the Duluth Board of Trade Clearing House Ass'n resulted in the selection of O. E. Martin, pres.; W. R. McCarthy, vice pres.; George F. Foster, sec'y-mgr. and S. W. Paine, ass't mgr. All were re-elected. Messrs. McCarthy and Martin were re-elected directors; F. B. Getchell was elected director to serve out the term of J. W. Galvin, resigned. Hold over directors were George Barnum, Jr., F. E. Lindahl, G. H. Spencer, H. S. Newell.—F. G. C.

MISSOURI

Higginsville, Mo.—Missouri Grain Dealers & Millers Ass'n is asking a reduction in state grain inspection and weighing fees.

Farmington, Mo.—Rosser Produce Co. recently purchased a new Model L Hammer Mill motor drive and No. 15½ B Corn Cracker & Grader from Duplex Mill & Mfg. Co.

St. Louis, Mo.—J. O. Ballard was elected pres. of the Commission Merchants Ass'n of the St. Louis Merchants Exchange. Louis Schultz is vice-pres. and W. C. Wolf, sec'y-treas.

Canton, Mo.—H. O. Porter has resigned as manager of the Canton Co-op. Elevator Co. His successor has not been selected. Miss Annabel Schwind, bookkeeper, also resigned, but both she and Mr. Porter will remain until the arrival of the new bookkeeper, Milton Lloyd. Clyde Richards and Harold Marks are new helpers at the elevator, beginning Jan. 1.

KANSAS CITY LETTER

Kansas City, Kan.—The 2-story air-conditioned building, 42x80 ft. being erected by Nutrena Mills, Inc., on the lots recently purchased by the company across the street from its plant, is nearing completion. It will house the company's offices.

New officers and directors of the Kansas City Board of Trade have been installed and E. F. Emmons, pres., has announced the personnel of the various com'ites which will serve during the ensuing year. Among them was Elevator and Warehouse Com'tee. H. A. Merrill, chairman; P. D. Bartlett; Paul Uhlmann; W. C. Goffe; R. A. Kelly. W. R. Scott was reappointed sec'y and transportation sec'y and transportation commissioner; W. W. Marshall, treas.; H. A. Fowler, ass't treas.; C. W. Pershing, ass't sec'y; J. W. Holloway, ass't transportation commissioner; Frank M. Stoll, director of public relations; L. P. North, scale inspector; Carl G. Finster, chief sampler.

ST. JOSEPH LETTER

W. S. Geiger has been elected pres. of the St. Joseph Grain Exchange for the 1938 term, succeeding E. M. Loutch. C. L. Weekes has been elected vice-pres. of the Exchange for 1938. An annual meeting and dinner was held by the Exchange membership on Jan. 11.

At the general election of directors on Jan. 4, C. L. Scholl, C. L. Weekes, R. G. Graham and H. C. Gregory were elected for a two-year term; and Geo. F. Stewart and Jerome Taylor were elected for a one-year term. Remaining members of the Board are Messrs. W. S. Geiger, J. D. McKee and E. M. Loutch.

Com'ites for 1938 for the St. Joseph Grain Exchange include, for Arbitration, C. A. Gelger, chairman; K. B. Clark and J. L. Frederick.

N. K. Thomas was renamed sec'y and traffic manager of the St. Joseph Grain Exchange for 1938; Frazer L. Ford has been re-elected treas. for the ensuing year.

Vernon C. Geiger was married to Miss Barbara Anne Allen of Detroit on Jan. 8. The ceremony was performed in Detroit. After a southern trip, the newlyweds returned to St. Joseph, where Mr. Geiger will continue with his company.

St. Joseph, Mo.—Douglas Kirk, formerly head of the package dep't of the Quaker Oats Co. plant at Cedar Rapids, Ia., has been transferred here to take the place made vacant by the transfer of Edward Sheehy, ass't sup't of operations at the local plant, to Cedar Rapids. Mr. Sheehy becomes operating sup't at the Cedar Rapids plant.

MONTANA

Wilsall, Mont.—Farmers Exchange of Wilsall sustained windstorm damages recently.

Columbus, Mont.—Columbus Farmers Elevator Co. on Dec. 30 sustained windstorm damages to its plant.

Three Forks, Mont.—The firm of C. E. Shryver and J. Allen, feed and grain merchants, has dissolved partnership. Mr. Allen is planning to open a seed and grain store of his own in the near future.

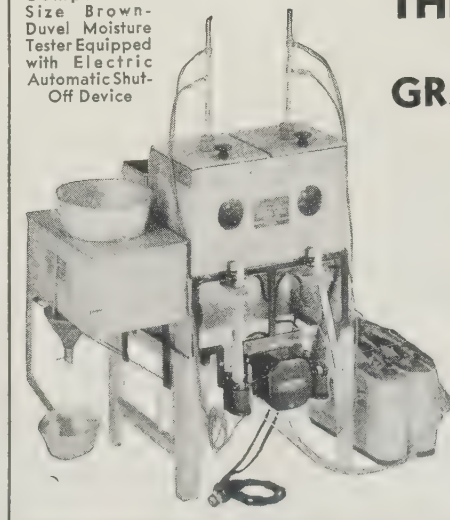
Power, Mont.—On Jan. 4 a truck driving out of the elevator driveway of the Power Farmers Elevator Co. came too close to the side of the annex and damaged the iron cladding and ruined three squares of corrugated siding.

Kalispell, Mont.—T. C. Hand, for many years in charge of Kalispell Flour Mill Co., is retiring from active responsibility. He will continue his connection with the company in an advisory capacity. Active management has been intrusted to R. H. Speer, who has been with the Royal Milling Co. in Great Falls.—F. K. H.

Ronan, Mont.—We have recently added an annex, installed new seed cleaning machinery, roller mills, seed treaters, etc. Also the company has installed new modern coal bins. The new improvements at the plant total in cost \$8,000, giving us up-to-date facilities for handling all farmers' grain, seed and for rendering excellent service.—Stanley Searce, pres. of Stanley Searce, Inc.

Miles City, Mont.—The Occident Elevator, division of Russell-Miller Milling Co., formerly the Wilbur & Peas elevator, has completed an extensive remodeling program that included the installation of new machinery, addition of new feed storage space, increased facilities for custom grinding and mixing, including a new hammermill, corn cracker and feed mixer, the addition of a new line of feeds for livestock and poultry, and the whole building structure newly painted. A huge electric sign has been mounted on top of the three story elevator, and can be seen for many miles distant. James Lincoln is manager of the property.

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NEBRASKA

Upland, Neb.—Fred W. Dick of Harvard has leased the Farmers Union Co.

Bellwood, Neb.—The Farmers Grain Co. has purchased the Golden West Grain Co.'s elevator at this station, at a foreclosure sale.

Foster, Neb.—William Reikofski, 83, grain and lumber dealer, was instantly killed Jan. 10 in an attempt to put dressing on the belt of a motor in his elevator here while the motor was running. His body was found by Roy Story, book-keeper.

Johnson, Neb.—Ray Lohnes, manager and owner of the Lohnes Grain Co., is contemplating improvements on his 15,000 bu. elevator. The improvements include widening the driveway, a new leg and a heavy duty scale with type registering scale-beam.

Helvey, Neb.—Fire damaged the office of the Farmers Union Co-op. Co. Jan. 8. Roy Ward, manager, discovered the blaze and immediately turned in an alarm. Hand chemical fire extinguishers were successfully employed to put out the fire. Damages about \$200, covered by insurance.

Cody, Neb.—Joseph Whyte is now sole owner of the W. T. Barstow Grain Co. elevator that he has been operating for the past ten years, having purchased the business early this month. He will continue to manage the elevator much as he has in the past, carrying a complete line of grain, coal and feeds.

Cozad, Neb.—The new alfalfa mill and grain elevator being constructed this winter at the Noel Cover sheep feeding yards, just east of Cozad, is progressing rapidly. The grinding plant of the mill will be of extra large size, and the 100,000 bu. grain elevator will be 95 ft. high. One hundred men are employed on the project.

Cambridge, Neb.—J. M. Rankin has retired from management of the Rankin Bros. elevator after fifty-one years of active service and attention to the business. On Jan. 1 he turned over the business to his nephew, Walter M. Rankin, who leased the Rankin elevator, coal and feed business and will carry on under the old name of Rankin Bros. In 1886 J. M. Rankin bot an interest in the business with his brother, Robert H., and the two had been partners ever since.

Fremont, Neb.—The tax valuation of Fremont property owned by the Updike Grain Corp., was reduced \$11,175 from its original assessment as the result of a decree filed in Dodge County district court Jan. 8. When the property was assessed in the spring it was valued at \$27,655. The firm appealed to the county board of equalization, who lowered the valuation to \$23,655, but the corporation appealed the decision to the district court. The court's decree did not reduce the valuation of the land to any great extent, but reduced the original valuation of the improvements on the land by approximately \$11,000.

OMAHA LETTER

Omaha, Neb.—The Nebraska Millers Ass'n has changed the date of its annual convention to Feb. 8. The meeting will be held here at the Fontenelle hotel. J. N. Campbell is sec'y.

The Omaha Grain Exchange is installing in its testing laboratory a complete milling and baking department. Following the installation, the laboratories will be prepared to do every type of cereal analysis. The new department will be prepared to render service to the milling and baking industries and the feed trade.

Sale of radio station WAAW by Omaha Grain Exchange to the Central Broadcasting Co., operators of KOIL, KFAB and KFOR, as previously reported, was believed abrogated by a decision of the federal communications commission in Washington Jan. 14. Chairman Frank McNinch announced the commission will not grant operating licenses to a company for a second station in a community in which it already is operating one. The policy was adopted after a conference with President Roosevelt. Sale of WAAW was subject to FCC approval.

NEW ENGLAND

St. Albans, Vt.—St. Albans Grain Co.'s storehouse was destroyed by fire Jan. 4 of incendiary origin.

NEW YORK

Buffalo, N. Y.—Stanley P. Szydlowski, aged 38 years, feed dealer, died Jan. 7 after a brief illness.

New York, N. Y.—L. Chester Cuppia of E. A. Pierce & Co. has been elected to membership on the New York Produce Exchange.

Baldwinsville, N. Y.—Eastern Semolina Mills, Inc., are figuring on taking over and operating the former Baldwinsville Flour Mills property.

Avoca, N. Y.—Henry and Missert Feed Co., of Buffalo, are new leasers of the Tierney Feed Mill. A. Lewis Atwood, who has managed the local plant, will continue in that capacity under the new ownership.

Buffalo, N. Y.—The death of Godfrey Morgan Jan. 6 followed a six weeks' illness and ended an active career of grain-trade activities that had covered many years. Mr. Godfrey was 69 years old and at the time of his demise was vice pres. of the Kellogg Grain & Elvtr. Corp. For more than thirty years prior to his elevation to the vice-presidency of the Kellogg corporation, he was local elevator manager of Spencer Kellogg & Sons. He was a director of the Society of Grain Elvtr. Supts. of America. Mr. Morgan received his start in the business world as a ticker boy in the New York house of Henry Clews & Co.

NORTH DAKOTA

Mapes, N. D.—The National Elvtr. Co. recently installed a new 20-ton dump scale.

Cando, N. D.—H. L. Conaway is the new manager of the Farmers Co-op. Elvtr. Co.

Loma, N. D.—A 20-ton dump scale was recently installed for the National Atlas Elvtr. Co.

Ayr, N. D.—A new 20-ton dump scale was installed by the T. E. Ibberson Co. for the International Elvtr. Co.

Chola (Grano p. o.), N. D.—J. J. Heffren, 43, a grain buyer for a number of years and manager of the Atlantic Elvtr. Co., died Jan. 3.

Crystal, N. D.—A new 15,000 bus. capacity annex with four bins was built recently for the Farmers Elvtr. Co. by the T. E. Ibberson Co.

Sharon, N. D.—A new 20-ton Fairbanks scale was installed recently and general repairs made in the plant owned by the International Elvtr. Co. The work was done by T. E. Ibberson Co.

Loraine, N. D.—Martin Nicholson, manager of the International Elvtr. Co.'s local elevator, was checked out early this month and the elevator closed on account of lack of business, caused directly by crop conditions of the past several years.

Durbin, N. D.—The Moorhead Farmers Elvtr. Co. overhauled its property, putting in new foundations, raising the elevator 2 ft., installing a new boot, new legs and making other general repairs. The work was done by T. E. Ibberson Co.

Fargo, N. D.—The annual convention of the North Dakota Grain Dealers Ass'n will be held in Fargo on Feb. 1-3 inclusive. Walter Albright of Williston is pres. of the ass'n, C. H. Conaway of Jamestown, sec'y. Emil Frederickson is chairman of the com'te in charge of arrangements. An interesting program has been arranged for the three day session. Addresses will be made by prominent speakers; music will be furnished by the grainmen's band and the regular business of the ass'n transacted, including the election of directors. On Tuesday evening the stag party and impromptu entertainment will be held at the Chamber of Commerce building; on Wednesday evening a banquet at the auditorium and on Thursday evening the Grainmen's dance and entertainment will close the convention.

OHIO

Clyde, O.—Martin J. Slessman, 60, pres. of Slessman & Son, grain and produce dealers, died Jan. 3.

Wapakoneta, O.—Abe Coal Co. has a new No. 2 Kelly Duplex Vertical Feed Mixer with motor drive.

Fremont, O.—Benjamin Burkett, manager of the Peoples Elvtr. & Supply Co., is recovering from an emergency operation.

Granville, O.—Prospect Feed & Produce Co. has a new No. 2 one ton Kelly Duplex Vertical Feed Mixer with motor drive.

Columbus, O.—The 35th annual meeting of the Ohio Millers State Ass'n will be held April 20-21 in this city. G. E. O'Brien and H. H. Tremaine are in charge of the program.

Columbus Grove, O.—F. X. Annesser, 75, died Dec. 27. He was the oldest member of the Ohio Grain, Mill & Feed Dealers Ass'n, and owned and operated the mill at Columbus Grove for many years.

Lithopolis, O.—Harley Faler recently purchased some new equipment from the Sidney Grain Machry. Co. including drag feeder, combined sheller and boot, scalper, motors, Kwik-Mix mixer, and large elevator leg.

Toledo, O.—Whole Wheat Mills, Inc., capital \$50,000, has been chartered, to operate in Toledo. The company has a new method for grinding whole wheat flour so as to preserve all of the nutriment of the various parts of the grain.

Columbus, O.—We are pleased to welcome the Berea Milling Co., of Berea, O., to our list of members. Mr. Carpenter, the pres., advises that their mill is now in operation processing soybeans.—W. W. Cummings, sec'y Ohio Grain, Mill & Feed Dealers Ass'n.

London, O.—The Farm Bureau Co-op. has made improvement at its local division with a Sidney Crusher, elevators, electric motors, drives, Kwik-Mix mixer, sheller, scalper, magnetic separator and miscellaneous equipment, purchased from the Sidney Grain Machry. Co.

Wadsworth, O.—The Plank Elvtr. Co.'s new store on Mills st. was opened with a gala celebration Jan. 6. Visitors streamed in and out during the entire day, enjoying the entertainment provided by the company and the coffee, sandwiches and cakes that were served. Plank Elvtr.'s headquarters are at Creston, O., but several branch stores are operated here and at Orrville, O.

Columbus, O.—The 59th annual convention of the Ohio Grain, Mill & Feed Dealers Ass'n will be held June 26-28 inclusive at the Deshler-Wallick hotel in this city. An all day grading school will be held on the 26th, Sunday, in charge of a grain supervisor from the Chicago office of the General Field Hdqtrs. U. S. D. of A. The banquet will be held on Monday evening, the 27th, when a speaker of national reputation will address those present, and a floor show will be presented.—W. W. Cummings, sec'y.

Washington, O.—A. B. McDonald has started construction of a warehouse that later is to be converted into a grain elevator, on the site of the McDonald Elevator which was destroyed by fire Nov. 17, 1923. The structure will be 75x30 ft., built of wood, and will be completed as a warehouse within a few weeks, next spring to be finished as an elevator and warehouse for handling grain, seeds and mill feed. The main structure is being built immediately east of the old site. The warehouse is to be used for grinding as well as storage, and when the elevator is finished it will have a capacity of several thousands of bus. of grain, equipped with modern elevator and grinding machinery. The offices and scales used by the old McDonald company will be utilized for the new elevator.

OKLAHOMA

Beggs, Okla.—A new flour mill formed by Beggs men headed by E. S. Kelly is in operation here. Its daily output at present is 25 bbls. per day.

Oklahoma City, Okla.—Superior Mill & Feed Co. has signed a year's contract to sponsor the "Arkansawyers" 15 minutes, five days a week over radio station WKY.—L. H.

Aline, Okla.—Homebuilders Shipping Ass'n's elevator at this station burned Jan. 10. The elevator had been operated under lease by A. R. Hacker, of Enid, and the plant had been closed on Dec. 1.

Okeene, Okla.—Alvin Brunken of Breckinridge is the new manager of the Blackwell Mill & Elvtr. Co., succeeding K. A. Mitchell. Mr. Brunken was connected with the same company at Breckinridge.

Tulsa, Okla.—During 1937, the Shannon Feed Co. added a yeast plant, enlarged its fertilizer plant and is now constructing a large new mill and elevator. During the past year it increased its force from 40 to 60 persons and will add 10 more upon completion of the mill.—L. H.

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Breckinridge, Okla.—Alvin Brunken has been transferred to Okeene where he is manager of the Blackwell Mill & Elevator Co.'s plant.

Enid, Okla.—The Shannon Feed Co. of Tulsa has opened a retail store here with H. B. Van Pelt as manager and Don Teeters as assistant manager. Both are from Enid. Mr. Van Pelt, however, was formerly located in Tulsa.

Stillwater, Okla.—W. J. Grover, representing the Stillwater Milling Co., told the city commissioners Jan. 12 that the mill would be forced to operate on a two-thirds time basis unless the city board allowed it to purchase electricity from the Oklahoma Gas & Electric Co. The mill is only able to produce two-thirds of the amount of electricity necessary to operate.—L. H.

PACIFIC NORTHWEST

Medical Lake, Wash.—John Martin Wilkes, 64, mayor and former grain dealer, died recently.

Seattle, Wash.—Orley C. Taylor, 59, pres. of the Ener-G Cereal Corp., died Jan. 13, after a brief illness.

Seattle, Wash.—George W. Corcoran, 42, died after a heart attack Jan. 16. He had resided in Seattle for 20 years and was a grain elevator superintendent for Fisher Flouring Mills Co.

Colfax, Wash.—Operation of Colfax's new flour mill has started, according to S. A. Weitman, proprietor. The plant was constructed at a cost of \$12,000 and is designed to turn out 25 bbls. daily.—F. K. H.

Cheney, Wash.—F. M. Martin Grain & Milling Co. has filed motion for a new trial in the collection of \$30,000 for loss of grain in the Creston warehouse fire. A jury in the first trial had denied the company's right to collect.

Grangeville, Ida.—Alton Crowe was selected to be the new manager of the Union Warehouse & Supply Co. Mr. Crowe succeeded Frank Allen, for whom he served as asst. mgr. for the past several years. The Union Warehouse & Supply Co. has large bulk elevators and sack houses at both Grangeville and Fenn.—Ted Brasch, sec'y, Pacific Northwest Grain Dealers Ass'n.

Spokane, Wash.—New members recently enrolled by Pacific Northwest Grain Dealers Ass'n include Almira Grain Growers, Almira, Wash.; A. M. Jansen, mgr.; associate members, A. S. Fetterman Co., Inc., Spokane, Wash., A. S. Fetterman, mgr.; Davis Bag Co., Portland, Ore., Dan Davis, mgr.; Chas. H. Day Co., Portland, Ore., Wm. Schweighof, mgr.; General Bag Co., Seattle, Wash., M. Ross, mgr.—Ted Brasch, sec'y.

Lewiston, Ida.—John W. Shepard, pres. of the Lewiston Grain Growers, was named pres. of the chamber of commerce at a recent meeting of the board of directors. Mr. Shepard is now in Washington, D. C., to confer with officials of the farm credit administration. The directors voted to voice a protest to the congressional delegation at the failure of congress to provide funds for blister rust control in this section.

Spokane, Wash.—Edgar O. Warmoth, 57, pioneer grain merchant of Spokane, pres. of the Warmoth & Tom Grain Co., and widely known in the grain trade of the Northwest, died Jan. 11 at his home in this city. He had been bed-fast for several months, suffering from arthritis. An active member of the Pacific Northwest Grain Dealers Ass'n, he invariably served in an executive capacity for the entertainment of visitors when conventions were held.

Portland, Ore.—A special car to the annual convention of the Pacific Northwest Feed Ass'n at Seattle, Feb. 22, has been arranged for. The train will leave the Union Station here Mon., Feb. 21, at 4:20 p. m., and will carry a delegation of Oregon grain and feed men. Special rates of \$3.50 will apply for 25 or more going on the special; otherwise, \$4.00 for the round trip. Ray Bowden, executive vice-pres. of the Grain & Feed Dealers National Ass'n, will be the principal speaker before the convention.

Portland, Ore.—For the second time within approximately a year, the Oregon Feed Dealers Ass'n stepped into an emergency with a service to its membership, Jan. 17, with the issuance of a daily bulletin to its members in lieu of daily newspaper service. Supplementing limited radio service, it is the intention of the Ass'n to provide quotations in grain and other commodities handled by the country trade during the term of the newspaper strike. Dean Witter & Co. is providing the Ass'n with a daily market sheet.

Oswego, Ore.—E. Kinney, proprietor of the Fulton Feeds, has moved to a new Oswego location where he will continue to manufacture Surfine Feeds and will carry a full line of stock and poultry feed supplies.

PENNSYLVANIA

Gap, Pa.—J. G. Walker & Son has installed a new No. 6 Kelly Duplex Ear Corn Crusher & Feeder.

Downingtown, Pa.—The Viaduct feed mill has been leased by John V. Nolan of Malvern, and will be operated again.

SOUTH DAKOTA

Waubay, S. D.—The Pacific Grain Co. plant was painted and repaired recently by Ibberson Co.

Elkton, S. D.—A new dump was installed recently for the Frank Mangan Grain Co. by T. E. Ibberson Co.

Salem, S. D.—McCook County Feed Co. has installed a new Kelly Duplex No. 2 Vertical Feed Mixer with motor drive.

Armour, S. D.—Cargill Elevators, Inc., recently built a new office building and installed a new 20-ton dump scale among other improvements.

Booge (Valley Springs, p. o.), S. D.—An explosion of a compressor tank Dec. 30 slightly damaged the elevator building of the Booge Elevator Co.

Turton, S. D.—The Eagle Roller Mill Co.'s elevator recently underwent extensive repairs and a new 20-ton dump scale was installed. Ibberson did the work.

Mellette, S. D.—Frank A. Howe, 78, pioneer South Dakotan, owner of the Howe elevator and dean of Mellette business men, died at his home Jan. 9, following a short illness.—A. G. T. of Lamson & Co.

Sioux Falls, S. D.—Gooch & Co., Lincoln, Neb., have opened an office here. W. K. Denham is the local manager. The firm has nine offices in Nebraska and one in Colorado. The office just established makes its 11th.

Sioux Falls, S. D.—Burke & Co. have closed their offices here and at Rapid City. Louis H. Smith is receiver. Paul W. Stenson, a creditor, charged "the defendant company is insolvent." The brokerage firm closed following the suspension of its pres., Stephen A. Burke, from privileges of the Chicago Board of Trade Jan. 6.

Centerville, S. D.—Martin Hansen, of Sinai, has taken over the management of the Farmers Grain Co., succeeding the late Frank Lambertson. He has been associated with his father in the Sinai Co-op. Elevator Co. previous to coming here.

Aberdeen, S. D.—Some South Dakota grain elevator operators are laboring under the false impression that, if they refrain from storing grain, a state license is not necessary. The state law requires all buyers of grain to obtain a license.—C. G. Anderson, sec'y, Farmers Elevator Ass'n.

Pierre, S. D.—All elevators buying and selling grain in South Dakota are required to obtain a license, and elevator operators who do a grain storage business are required to file bonds and secure additional authority for storing grain.—E. F. Norman, sec'y, Board of Railroad Commissioners.

Sioux Falls, S. D.—Application has been made for a corporate charter for the firm of Williams, Coffey, McCormick & Co., brokers, who plan to occupy the quarters now occupied by the Burke Co., which lapsed into receivership early this month. The new firm will deal in grain, stocks, bonds and other commodities with its main office here. Jay H. Williams, Gettysburg, S. D., is pres. of the firm. Frank G. McCormick, director of athletics at the University of Minnesota, and Pat Coffey, of Minneapolis, are members of the firm.

SOUTHEAST

Burlington, N. C.—E. C. Ingle & Son recently purchased a Sidney Large Grader.

DeFuniak Springs, Fla.—A. R. Coulson has recently installed a No. 55-A Kelly Duplex Corn Cracker and Grader.

Smyrna, Del.—Roy E. Donavan has recently purchased a one-ton Kelly Duplex Vertical Feed Mixer with motor drive.

Middletown, Del.—James L. Stafford is now using a No. 2 Kelly Duplex Vertical Feed Mixer with motor drive.

Charlotte, N. C.—Ralston-Purina Co. has installed a new manlift and Sidney Electric Truck Dump at its local plant, the machinery purchased from the Sidney Grain Machinery Co.

TENNESSEE

Nashville, Tenn.—The Tuxedo Feed Supply Co. has changed its name to the Early-Daniel Feed Supply Co.

Memphis, Tenn.—The result of the election at the 56th annual meeting of the members of the Memphis Merchants Exchange follows: pres., Will A. Hall; vice-pres., E. E. Clarke; sec'y-treas., J. B. McGinness; directors, S. F. Clark, H. B. McCoy, J. B. Edgar, H. L. McGeorge, Ferd Heckle, C. P. Reid, L. B. Lovitt and J. C. Roney. Will A. Hall is the manager of the International Sugar Feed Sales Company, Memphis, has been vice-president for the past two

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years and subsequent to that was a director. E. E. Clarke is district manager of the Southern Cotton Oil Co., Memphis, has on several occasions been a director in the Exchange and has been a member for about 28 years. The other directors are re-elected except Messrs. Ferd Heckle and J. C. Roney. Mr. Heckle is a broker in grain and feedstuffs and is president of Heckle Bros. Mr. Roney is the manager of the Cold Press Mill. Both Messrs. Heckle and Roney have been active in the affairs of the Exchange for more than 15 years. —J. B. McGinnis, sec'y.

TEXAS

San Saba, Tex.—N. Stacy Oliver has bot the feed business from S. J. Howard.

Fort Worth, Tex.—The Davitte Grain & Feed Co. closed up their business last month.

Nederland, Tex.—Dick Rienstra, manager of the Nederland Grain Co., has resigned. He will be succeeded by G. Van Randen.

Houston, Tex.—Houston Milling Co. has just completed and placed in operation an eight-story feed mill and three-story warehouse.

Farwell, Tex.—E. Cranfill has leased his old feed yard to out-of-town parties who will put in a custom feed mill. It is planned to have the mill in operation this month.

Fort Worth, Tex.—Unless your trade name certificate has been filed with your county clerk and if you operate your business under any name other than your own, such as "Jones Grain Co.," City Feed Store, Farmers Mill & Elevtr. Co., you must file this trade name certificate or be subject to fines. This doesn't apply to corporations or if you operate under your name, such as "Jim Jones Grain Co."—G. E. Blewett, sec'y, Texas Grain and Feed Dealers Assn.

Houston, Tex.—Efforts are being made by Adolph A. Pfeffer to complete a deal with Southern Pacific Lines for purchase of land at Winters and Oliver streets for construction of a \$100,000 rice mill. Mr. Pfeffer, former manager of the Adolphus Pfeffer Rice Milling Co., Inc., recently sold, has announced the mill will have a 1440-bbl. daily capacity. Three buildings are planned: the mill proper, a three-story brick building about 70 by 60 feet; a one-story, 40 by 40 foot power house of corrugated iron, and a one-story, 300 by 60 foot, corrugated iron warehouse. Diesel engines will be used. Construction is planned to start about Aug. 1.

Manchester, Tex.—The eight-story feed mill and three-story warehouse, two units in an expansion program by the Houston Milling Co., which began July, 1936, were completed this month and placed in operation at its huge plant on the ship channel. The expansion program followed the company's taking over the properties of the American Maid flour mills, and besides the above structures included construction of a modern office building, enlargement of grain storage facilities and new machinery to double the plant's milling capacity. The new eight-story feed mill was erected at a cost of \$130,000; the office building, \$30,000, and additions to the grain elevator cost approximately \$90,000. An overhead grain conveyor extends over the port commission property to the wharf for loading and unloading of grain cargoes. An automatic suction system is used for unloading ships. Pres. Henry H. Cate announced the company had imported approximately 2,000,000 bus. of Argentine corn during the past year. The plant is served by two tracks for incoming and three tracks for outgoing mill products. The huge concrete bins of the plant have a capacity of approximately 1,500,000 bus. of grain.

UTAH

Logan, Utah.—Central Mills has recently completed reconditioning the mill, air conditioning the plant, completely remodeling the interior, and revamping the manufacturing machinery. A large new warehouse was added. H. R. Weston is manager.

WISCONSIN

Bristol, Wis.—Paul L. Burgess has installed the Special B. & E. Sidney Cleaner.

West Bend, Wis.—Gehl Bros. recently installed a No. 4 Kelly Duplex Ear Corn Crusher and Feeder.

Abbotsford, Wis.—Bootzin Co. has installed new grinding machinery and a feed mixer. Ervin Marcus is manager.

Monticello, Wis.—Klassy Milling Co. recently put in a new No. 3 Kelly Duplex Vertical Feed Mixer, belt drive and a No. 56½-D Corn Cracker and Grader.

Rice Lake, Wis.—Harold Aamodt, proprietor of the Rice Lake Roller Mill on Eau Claire lake, which was partially destroyed by fire at a loss of between \$25,000 and \$30,000, has decided to rebuild.

Bristol, Wis.—G. B. Gaines Sons Co., grain and lumber dealers' dissolved partnership. H. B. Gaines continues at Bristol, Wis. John-Evans and son take over the Salem, Wis., yards and business.

Milwaukee, Wis.—Frank D. Hinkley, a member of the Grain & Stock Exchange residing at Stevens Point, died Jan. 19. He was chief grain inspector for the Chamber of Commerce until his resignation in 1909, when the office was made appointive instead of elective.

Newburg, Wis.—Koenig Bros. Grist Mill, thirty year old landmark of the community, was completely destroyed by fire the night of Jan. 6. The loss is estimated at \$3,135, with no insurance. Owners of the mill are Alvin, Robert and August Koenig. August is manager of the plant.

Chesaning Elevator's New Brick Office

The Chesaning Farmers Elevator Co. at Chesaning, Mich., has a new commodious well lighted brick office. It is a 20x40 ft., one-story, common brick structure on a concrete foundation set in the ground and has a metal roof.

A great deal of window space is provided, with window sash and frames of steel. Small sections at the tops of these windows may be opened for ventilation. Because of this ventilating feature venetian blinds were hung at the windows.

A small alcove built out from the side of the office puts the scale beam out of the way. Next to the scale beam window is a steel door covering a small opening thru the wall, thru which scale tickets may be handed to customers.

The office has two rooms, the customers' room, where Bookkeeper D. M. Shepard sits at his desk behind a long customers' service counter; and the smaller private office of Manager Phil Carson, separated from the customers' room by a glass partition.

In the customers' room space is provided for merchandise display, and this is put to good use with the aid of merchandise display racks. In one corner of the room, near the entrance, is a drinking fountain, a great boon to visiting farmers on sultry summer days.

The customers' counter is a veritable store house. The under part of the counter is a series of cabinets, with doors on the inside. These cabinets and drawers are used for every-

thing from office supplies to tools and poultry remedies.

The office is attached to a small warehouse, which in turn is attached to the company's feed grinding and mixing unit.

Social Security Taxes

By J. S. SEIDMAN

Certified Public Accountant

An interesting ruling on the existence of employer-employee relationship, upon which payroll taxes depend, involved a company employing a department supervisor who was paid on the basis of the number of units produced in his department. He, in turn, had a number of individuals working under his direction and paid by him, so that their names did not even appear on the company's payroll. They were, nevertheless, held to be employees of the company and not of the supervisor.

* * *

Amounts paid to employees in reimbursement of traveling and other expenses incurred in the business of the employer, do not constitute wages and hence are not subject to payroll taxes. It is necessary, however, that the employer receive from the employee a detailed expense account supporting the amounts involved.

* * *

January 31 is the "deadline" for the filing of a batch of social security forms and for payment of the taxes. It is also the last day for paying 1937 state unemployment insurance taxes in order to obtain the 90 percent credit against the federal tax. The returns due are: old age tax for December (form SS-1), old age information data (forms SS-2 and SS-2a), and annual payroll tax (form 940).

* * *

It has just been announced that no general extension of time for filing the annual payroll tax return (form 940) will be granted this year. Last year, all employers were granted an extension until April 1. Severe penalties are imposed for delinquency in filing this and other social security tax returns. To avoid these penalties, an employer who needs additional time to assemble payroll data, etc., should make a specific request for an extension of time.

* * *

A recent amendment to the old age tax regulations permits employers to report wages paid after the end of the month in which the wages were earned, providing payment is actually made before the return for that month is filed. Heretofore, only those amounts which were both earned and paid during the month were reportable. By using this new option, overlapping payrolls can be split up at the year end so as to tie in with form 940 which will thus report wages earned in the calendar year regardless of when paid.



Well Lighted Office and Feed Mill of Chesaning, Mich., Elevator.

Grain Carriers

New Orleans, La.—It has been decided to work the elevators overtime to load out grain for export.

Mobile, Ala.—The pressure of corn for export has led to a successful experiment with using the coal tippie to load ships.

A full cargo of corn, the first in years from New Orleans to Los Angeles, was taken out Jan. 6 by the Steamer Admiral Wiley, with 168,766 bus.

Leaking cars arriving at Chicago during 1937 were 3.49 per cent of the total 67,996 grain laden cars arriving, as reported by J. A. Schmitz, weighmaster.

Cars loaded with grain and grain products during the week ending Jan. 8 totaled 39,672, against only 29,860 during the like week of 1937, as reported by the Ass'n of American Railroads.

Exemption of coastwise shipping from Panama Canal dues as proposed by Senator McAdoo's bill is opposed by congressmen from the Mississippi Valley, who argue many industries would be destroyed or driven to the Atlantic seaboard.

The Canadian conference lines have fixed minimum rates on grain shipments for January and February as follows: to Liverpool or London 3s 9d per quarter, Manchester 4s, Glasgow 4s 3d, Bristol Channel 4s, Leith, Newcastle or Irish ports 4s 3d.

The general com'te of the Central Freight Ass'n has refused approval of application of Philadelphia export rates on grain moving thru Albany, N. Y., for export. The Philadelphia differential under New York is 1c on grain and 1½c on grain products.

The last field hearing on the 15 per cent freight rate increase was held Jan. 17 at Portland, Ore., and final hearing opened the same day at Washington. At the Chicago hearing Jan. 11 Ron Kennedy of the Western Grain & Feed Dealers Ass'n testified that the railroads would lose rather than profit from the increase. Commissioner Claude R. Porter said that a decision may be expected the middle of February.

Washington, D. C.—The equipment of steam railways, including switching and terminal companies at the close of 1936 included 48,009 locomotives, and 1,790,043 freight cars, exclusive of cabooses, these cars having an average capacity of 48.8 tons. Passenger cars numbered 41,390. These figures compare with 66,847 locomotives, 2,403,967 freight cars of 45.1 tons average capacity, and 56,855 passenger cars, at the close of 1926, a decade earlier.—Interstate Commerce Commission.

Austin, Tex.—Judge Archer has denied the carriers' request for a temporary injunction against the Railroad Commission of Texas on an order reducing freight rates 25 per cent from Jan. 1st to March 1st on live stock feed to 39 Texas Counties. The railroad gave notice they intended to appeal. The Railroad Commission has extended drouth rates March 1, 1938, on live stock feed to following Texas counties: Carson, Hansford, Moore, Potter, Sherman, Dallam, Hartley, Oldham, Randall.

Portland, Ore.—Important reductions in intercoastal steamship rates on bulk grain and sacked wheat are recommended in a report by Charles B. Gray, examiner for the U. S. Maritime Commission. The report recommended to the commission that bulk grain rates be reduced from \$6.50 a ton to \$4.25 a ton, and on sacked wheat from 41 cents a 100 pounds to 31 cents a 100 pounds. It was based on the fact that following the 18 per cent increase in the intercoastal wheat rates last June, the intercoastal movement was stagnated.

Washington, D. C.—During the year ended Oct. 31, 1937, 134 applications were filed for permission to abandon 2,179 miles of railroad lines or the operation thereof. The Commission granted 116 applications, of which 25 were contested and 91 uncontested cases, involving 265 miles of main lines and 723 miles of branch line, of Class I carriers, together with 558 miles of so-called short lines, of which 335 miles constituted the entire lines of the applicants and 225 miles portions of such lines.—Interstate Commerce Commission.

Tacoma, Wash.—The Department of Public Service of Washington has set for hearing at Tacoma, Feb. 3, 10 a. m., the complaint filed by the Tacoma Chamber of Commerce, Port of Tacoma and North Pacific Miller's Ass'n against the various railroads, attacking the milling and transit privileges on grain and grain products. This controversy developed when the Interstate Commerce Commission ordered the railroads to abolish the transit charge of 2½c per hundred pounds which had been in existence for many years. Under the conditions of which complaint is made, grain cannot be stored in the Port of Tacoma elevators and switched free to Tacoma mills, but it can be stored at Seattle or Vancouver and sent to Tacoma mills at no cost.

A new B/L has been adopted by the Atlantic Eastbound Freight Ass'n to go into effect Feb. 1 on cargoes. The British National Federation of Corn Trade Ass'ns is against the new B/L because the war risk clause renders receivers liable for all costs of forwarding, following an emergency discharge. It enables steamship owners to work overtime without indemnifying receivers. It provides for payment on "B/L" weights instead of "delivered" weights. It holds receivers responsible for all expenses of mending, cooperage and reconditioning of the

goods. It contains a clause that entitles the ship, at the discretion of the master, to proceed to another port and there discharge the cargo at the expense and risk of the owner of the cargo; and, finally, it proposes that, at the discretion of the master, the cargo need not be discharged at the stipulated port of delivery but may be taken back to the port of loading.

Interstate Commerce Act Violators Fined

In a summary of cases concluded in the United States district courts between Nov. 1, 1936, and Oct. 31, 1937, inclusive, for violations of the Interstate Commerce Act, and the Elkins, Bills of Lading and Transportation Acts, appear the following:

United States v. Al-Mo-Co Corp., eastern district of Louisiana, indictment charging acceptance of concessions on shipments of molasses which were falsely billed. December 10, 1936, plea of nolo contendere entered and fine of \$5,000 imposed.

United States v. Chicago, St. Paul, Minneapolis & Omaha Ry. Co., district of Minnesota, indictment charging unlawful extension of credit. Mar. 22, 1937, plea of guilty entered and fine of \$5,000 imposed.

United States v. Dixie Guano Co., eastern district of North Carolina, information charging the acceptance of a concession thru securing delivery of an order-notify shipment without surrender of bill of lading. July 6, 1937, plea of guilty entered and fine of \$1,000 imposed.

United States v. Mitchell Seed Co., western district of Missouri, indictment charging false billing. Feb. 26, 1937, plea of guilty entered and fine of \$1,500 imposed.

Henry Wallace, Sr., Denounced Impractical Schemes

"As is always the case in such periods of depression (as this), many well meaning men come forward with ill-considered measures. Visionary schemes of all kinds are presented. Some would have the government take charge of the larger business enterprises; others would have the government undertake to fix prices either arbitrarily or indirectly by buying up surplus crops. The experience of 3,000 years shows the impracticability of such efforts."—Henry C. Wallace, sec'y of agriculture in 1921 Yearbook of Department of Agriculture, in evident disagreement with the policies of his son, the present sec'y of agriculture.

Supply Trade

Danville, Ill.—The Consolidated Products Co. has recently completed a new office building adjoining its plant.

Kansas City, Mo.—The Midwest Steel Products Co. recently took over distribution to the grain trade of the American Truck Scales.

J. F. Lockwood, of Henry Simon, Ltd., Cheadle Heath, Stockport, England, arrived in New York on the Queen Mary, recently, on an extended business trip through the Three Americas.

Washington, D. C.—Under its trade practice conference procedure, trade practice rules have been promulgated by the Federal Trade Commission for the Metal Clad Door and Accessories Mfg. Industry, effective Jan. 20.

Chicago, Ill.—T. M. Robie has been appointed manager of the Diesel sales division of Fairbanks, Morse & Co. Mr. Robie joined the company in 1919 serving in numerous capacities in the manufacturing and sales division.

A trade practice conference for manufacturers of macaroni, spaghetti and other alimentary pastes was held under the auspices of the Federal Trade Commission Jan. 25 at the Palmer House, Chicago.

"RANDOLPH"

OIL-ELECTRIC GRAIN DRIER

The Drier Without a Boiler

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THAT'S ALL

MANUFACTURED BY

O. W. RANDOLPH COMPANY

3917-21 Imlay St., TOLEDO, O., U. S. A.

Field Seeds

Ottumwa, Ia.—Floyd J. Fulton has engaged in the seed business.

Maxwell, Ia.—Cleverley & Hartin have opened a seed and feed store.

St. Cloud, Minn.—The Central Minnesota Seed Show will be held here Jan. 26 to 29.

Chicago, Ill.—J. W. Warren, for 31 years with the Albert Dickinson Co., has resigned.

Louisville, Ky.—The Lewis Implement & Seed Co. has changed its name to Lewis Seed Co.

Macon, Ga.—The Georgia Seed Store is moving to a new and prominent location here.

Algona, Ia.—A seed corn plant costing \$25,000 will be built here by the Pioneer Hi-Bred Corn Co.

Manitowoc, Wis.—J. K. Rugowski, seed merchant, died Dec. 23, aged 61 years, following an operation.

Pineville, Mo.—A field seed business and a chick hatchery are being established here by J. J. Buel of Joplin.

Roseau, Minn.—The Northern Seed & Grain Co.'s plant has been remodeled by the T. E. Ibberson Co.

Milford, Ia.—A seed store has been opened by the Northwestern Seed & Nursery Co., with Wm. Marcks as manager.

Bloomfield, Ia.—Earl A. Langfitt has been employed as manager of the newly organized Iowa-Missouri Hybrid Corn Co.

Lowden, Ia.—A seed and feed store has been opened by F. Mueller & Sons of Calamus with Chas. Schmidt as manager.

Norfolk, Neb.—McNeilly Seed Co. of Center Junction, Ia., has leased space here to open a hybrid seed corn grading plant.

Seed should not be saved from the hybrid crop because it loses its hybrid virility after the first generation, and lower yields result.

Shenandoah, Ia.—The Earl E. May Seed Co. will soon open seed stores at Council Bluffs, Webster City, Creston and Knoxville, Ia.

Corvallis, Ore.—A seed conference was held here Jan. 26 at the call of the Oregon Seed Council to consider legislation, crop reporting, seed testing and market outlook.

Cambridge, Ill.—D. O. Hinman, pres. and manager of the Farmers Co-operative Seed Co. since its organization in 1920, passed away suddenly from an apoplectic stroke Jan. 2.

Los Angeles, Cal.—The California Seed Council has decided to hold one meeting every two years in Los Angeles, to familiarize southern California seedsmen with its activities.

Badger, Minn.—The Northern Seed & Grain Co. recently overhauled the plant, along with iron cladding of the roofs on the present plant. The T. E. Ibberson Co. did the work.

Grand Island, Neb.—The equipment and business of the Lee Seed Co. has been purchased by the Griswold Seed & Nursery Co., of Lincoln, and C. E. Hackett of Ord has been employed as manager.

Grinnell, Ia.—Fire starting in a pile of threshed grass straw burned out one three story wing of the building occupied by the Sumner Bros. Wholesale Seed Co. Jan. 12. The loss of \$18,000 is fully insured.

Indianola, Ia.—H. C. Criswell, who has been manager of the E. H. Felton & Co. elevator for the past 6 months, and who has been in Mr. Felton's employ for 8½ years, resigned his position and will open a seed and feed store.

The Federal Trade Commission has directed the Earl E. May Seed Co., Shenandoah, Ia., to discontinue representing that they own or operate lands or properties on which the nursery stock sold is grown, unless and until such is a fact.

Morris, Ill.—The Morris Grain & Seed Co. is liquidating. The corporation's principal stockholders have arranged for the discharge of all obligations, dissolution of the company and transfer of the property to Oscar E. Collins. M. H. Wilcox, former manager of the company, has taken over all contracts for the purchase and sale of seed, and will handle these personally.

Trenton, N. J.—Howard B. Sprague, of New Brunswick, sec'y of the New Jersey Field Crop Improvement Ass'n, is urging a large attendance Jan. 27 during farmers' week at Trenton, the Ass'n having arranged a full day's program, including an address by Prof. Geo. M. Briggs of Wisconsin on soybeans, by Clifford E. Snyder of Pittstown on "Clipping Oats and Barley for Seed."

Washington, D. C.—Because of the small remaining stocks of flaxseed, growers who must purchase seed should obtain their supplies as soon as possible. There is likely to be a serious shortage of seed suitable for sowing if 2½ million to 3 million acres are seeded in 1938. Farmers probably will find a ready market this spring for good seed of adapted varieties, such as Bison, Linota, and Red Wing.—U. S. Dept. of Agriculture.

Iowa City, Ia.—The National Hybrid Corn Co. of Anamosa, Ia., will erect a new \$60,000 building here to replace the one destroyed by fire Dec. 12, officials announced Jan. 17. It will be a three story building, erected on the site of the old structure, and will have been completed by next fall. An elevator may also be constructed, adjacent to the factory. Attorney Robert L. Larson, counsel for the company, said.—A. G. T.

Winchester, Ind.—We are having a pretty good business regardless of the high cost of medium clover. It is out of all reason but farmers are making a swing back to red clover. When I went into business 40 years ago, Indiana, Ohio and Michigan raised two-thirds of all of the clover seed produced in America and Indiana raised one-half of the two-thirds, now the state doesn't raise enough to do its own seeding, on account of the spread of sweet clover, alfalfa and the failure of red clover.—Goodrich Bros. Co., P. E. Goodrich, pres.

Winchester, Ind.—Field seed trade, clover, alfalfa, etc., is picking up rapidly. Farmers will be sowing clover on wheat in the next thirty days. Some timothy moving, be more of this seed sold this spring than usual on account of the high price of domestic clover.—Goodrich Bros. Co.

Louisville, Ky.—Arnold B. Collins, B. B. Finzer and N. H. McNair have bot the interest of Pres. Kirby L. Chambers in the Chambers Seed Co. Mr. Collins, who is at the head of Jewell & Sons, will be president, B. B. Finzer, vice pres. and general manager, and Mr. McNair, a nephew of Mr. Chambers, will be sec'y-treas. The company was established 65 years ago and at one time was known as Lewis & Chambers, composed of four partners, Mr. Chambers being the only survivor. He is retiring to his estate near New Castle, Ky.

Orders to cease from unlawful price discriminations, in violation of the Robinson-Patman Act, have been entered by the Federal Trade Commission against four firms selling nitrogen-fixing bacteria, which is a commercial inoculant used for promoting the growth of leguminous plants. The orders are directed against Agricultural Laboratories, Inc., Columbus, O.; Hansen Inoculator Co., Inc., Urbana, Ill.; Albert L. and Lucille D. Whiting, trading as The Urbana Laboratories, Urbana, Ill., and The Nitragin Co., Inc., Milwaukee.

New Brunswick, N. J.—New Jersey farmers face a "most acute" situation this year because suitable seed of alfalfa and red and alsike clover is "comparatively scarce and expensive," H. R. Cox, extension service agronomist at the State College of Agriculture, Rutgers University, warned in an address before the annual meeting of New Jersey seed dealers here Jan. 15. Declaring about 200,000 acres of alfalfa and red and alsike clover are grown in the state each year, and that the annual value of these crops exceeds \$5,000,000. Mr. Cox said the available supply of desirable seed "must be used carefully." He attributed scarcity of suitable seed to the drought of last year.—B. J.

Seed Council Improves Legislation

Assembly Bill No. 1899 failed to pass the last California legislature. A meeting of the California Seed Council last March, adopting a resolution "that the Seed Council go on record as opposed to Assembly Bill No. 1899 as now drawn, but that the Council is ready to cooperate with all agencies in bringing about the distribution and use of better seed," resulted in appointment of a com'te of seedsmen to study the bill.

Working with the legislators this com'te effected rewriting of the bill and elimination of its objectionable features. The rewritten bill has since passed the California Assembly and moved to the Senate.

Remarks Pres. John O. Knox of the California Seed Council:

"Without the organization of the Seed Council, I feel that the seedsmen would have had considerable difficulty in heading off this legislation. The open forum discussion, and the understanding of each others' problems among the delegates at the Council is responsible for the satisfactory compromise on this legislative bill. Furthermore, we have established a precedent which should go a long way toward getting cooperation in any future legislation."

Directory

Grass & Feed Seed Dealers

CRAWFORDSVILLE, IND.
Crabbs, Reynolds, Taylor Co., clover, timothy.

GREEN SPRINGS, OHIO
The O & M Seed Co., seed merchants.

PAULDING, O.
Stoller's Seed House, wholesale field seeds.

ST. LOUIS, MO.
Mangelsdorf & Bro., Ed. F., wholesale field seeds.
Scott W. Maurice, field seeds, carlot originator

ED. F. MANGELSDORF & BRO.

Buyers and sellers of
Sweet Clover, Alfalfa, Lespedeza, Clovers, Timothy, Grasses, Fodder, Seeds, Sudan Grass, Soy Beans, Cow Peas
St. Louis, Missouri

Wisconsin Seedsmen Working for Better Seeds

A unanimous ballot re-elected old officers at the annual convention of the Wisconsin Seed Dealers Ass'n, held at Fond du Lac, Jan. 5, where more than 40 of the state's seed dealers gathered. The re-elected officers are Henry Michels, Fond du Lac, pres.; C. Q. Dunlap, Milwaukee, vice-pres.; J. W. Jung, Randolph, sec'y-treas.

PRES. HENRY MICHELS, in his annual address, touched on the seedsmen's duty to his customers, and the future for agricultural production. He said:

Seeds are more than just another commodity to be passed on to the trade as so much feed or machinery. The seeds our customers buy are the foundation of their farming operations. It is no great exaggeration to say that the farmer will prosper about in proportion to the amount of thought and work expended upon his seed, both by himself and by those all along the line involved in the production, processing and marketing of them.

The growing complexities of agriculture demand an increasing number of services and more critical selection and processing of the seedsmen's stocks. While this farm demand loads greater responsibilities upon us, it also makes us a more important cog in agricultural production and insures to us business which, under less rigorous standards, would go to those less qualified to handle it.

The total volume of seed business today is several times as great as it was at the turn of the century when the world first became conscious of the importance of seed quality. There can be no question that, in a large measure, this increased business is due to higher standards and it seems certain that the increase will continue for a long time.

Recognition of the quality seed principle has lifted the seedsmen above the plane of the ordinary merchandiser of a commodity to a position where he plays a part that is indispensable. The seed trade has cooperated and planned freely with farmers, with experiment stations and with standardizing agencies, to the end that agriculture could become more stable and efficient. Most gratifying was the respect that the agronomists had for the seedsmen and his business at last year's meeting of the International Crop Improvement Ass'n. Not a hostile thought was expressed. The seedsmen was considered a legitimate tradesman and a necessary link between the agronomist and the producer of better bred stocks on the one hand and the user of these stocks on the other. We have much to gain and nothing to fear by cooperating with these agencies to the fullest extent. Modern plant breeding has opened up important possibilities for the enlargement of the seeds-

man's activities and holds promise of still greater developments.

Hybrid corn, as an example, has already proved a valuable addition to the seedsmen's lines and its potentialities have hardly been touched. Wisconsin is following a sound policy in surrounding the production and the marketing of hybrid corn with every precaution to insure the value of the seed that is passed on to the user. Our state has wisely taken the stand that if the benefits of hybrid corn are to be realized to the fullest extent, then the farmer who plants the seed must be assured that he is getting the best available. This cautious attitude will prove a stimulant to our business rather than a burden.

Some European countries practice advanced methods in the management of grazing lands. Much of our pasture area is merely land considered useless for any other purpose. With proper management, the best land on the farm when used for pasture may be made to return an income equal to that from any other crop. If better practices result in the more liberal use of seeds in pastures, the seedsmen will be an incidental gainer.

Heretofore, breeding efforts have been confined largely to the improvement of grains and corn. Work is already under way with clovers and grasses which will soon be productive of practical results. The seed will eventually move thru seed channels and it behooves us to watch these developments closely.

I am satisfied that present developments in the field of agronomy will soon open up many new lines for the seedsmen.

F. W. KELLOGG, Milwaukee, speaking on the outlook for the seed trade, analyzed existing conditions and recommended several changes in merchandising practices. Reorganization and increased activity of the Wisconsin Seed Council he believed to be needed by the trade. A com'lite was appointed consisting of Mr. Kellogg, as chairman, C. Q. Dunlap, F. E. Parker, and Henry Michels, to carry forward Council reorganization.

DR. O. S. AAMODT, of the University of Wisconsin, believed that farmers are show-

ing greater willingness to pay reasonable prices for quality seeds, pointing out the development of hybrid seed corn as an example.

DR. E. D. HOLDEN, of the Wisconsin experiment station, and sec'y of the Wisconsin Seed Council, told about the organization of the Council and its present membership, advising more vigorous Council activity for the mutual benefit of the seed trade and state officials.

At the invitation of Dr. Aamodt and members of the University staff, plans were laid for holding a summer meeting of the ass'n at Madison.

Hybrid Seed Corn Supply Greater

Estimate of hybrid seed corn for spring planting indicates supplies sufficient to plant nearly 15,000,000 acres, or about one-seventh of the nation's total corn acreage, reports Dr. Merle T. Jenkins, corn specialist of the U. S. Department of Agriculture. This is about five times as much as was available last year.

Practically all of the hybrid seed is available only to farmers in the north central states. Iowa and Illinois, states producing about one-fourth of the nation's corn crop, have the largest hybrid seed corn supply—enough to plant about 50 per cent of the corn acreage in each state. Ohio and Indiana have sufficient seed to plant about 30 per cent of the acreage; Wisconsin and Minnesota, 20 to 30 per cent; and Nebraska, 10 per cent.

Effect of Age, Size and Source of Seed Corn

By T. A. KIESSELBACH of Nebraska Exp. Station

New seed corn is preferred to old seed, altho seed up to 4 yr. old when well preserved and of strong germination has proved satisfactory. Small but sound ears and kernels, stunted by drought, can be used as seed. In years of late maturity, seed corn may be harvested 1 or 2 weeks before fully ripe without impairing seed value if properly cured.

Home-grown seed of recognized established varieties should be given first choice, although suitable seed may be introduced from a distance. When grown comparably at Lincoln, corn from extreme southeastern Nebraska ripened 11 days after corn from northeastern Nebraska, and a month later than that from the extreme southwestern panhandle section of the State.

Regional strains from various parts of the United States, which required less than 100 days to ripen at Lincoln, averaged 676 sq. in. of leaf area per stalk, while those requiring more than 140 days averaged 2,027 sq. in. The water needed in normal growth of corn has been found to increase with vegetative size and lateness of ripening. If seed of open-pollinated varieties is to be brought to eastern Nebraska from other States, the most suitable sources appear to be points in Iowa and Illinois of about equal or slightly more northern latitude. Seed from northern Ohio and southern Wisconsin and Michigan might be usable in central Nebraska in an emergency. Short-season plains States may be considered as out-of-State seed sources for western Nebraska.

In general, within a locality in Nebraska seed corn may be interchanged without respect to the soil fertility level. Irrigated seed corn from central and western Nebraska may be moved a considerable distance to dry land east or south, but may prove too large and late for dry land in the same locality. In contrast with open-pollinated varieties, the adaptation of any specific corn hybrid is unaffected by locality or condition under which the seed is produced, depending entirely upon the component inbred lines.

Imports of Forage Plant Seeds

Imports of forage plant seeds during December and during the six months ending December, compared with the like periods in 1936, as reported by the Bureau of Plant Industry have been as follows, in pounds:

	December		July 1 to Dec. 31	
	1937	1936	1937	1936
Alfalfa	553,600	266,000	1,910,600	1,344,600
Bluegrass, Canada	37,700	7,200	60,000	42,300
Bluegrass, Kentucky				100
Brome, smooth	140,500	145,900	364,400	454,600
Clover, alsike	105,500	340,100	376,500	1,844,800
Clover, crimson	104,600	166,400	1,811,300	5,283,300
Clover, red	906,400	2,330,500	1,893,900	3,517,600
Clover, white	362,400	258,600	1,387,700	835,200
Fescue, meadow	2,200		2,200	1,700
Grass, orchard	44,800	45,600	89,900	1,281,500
Millet, foxtail				5,200
Mixtures, clover				9,600
Mixtures, grass		43,800		78,800
Rape, winter	991,400	227,800	2,714,000	6,617,200
Ryegrass, Ital.	194,100	500	758,700	13,800
Ryegrass, perennial	191,500	16,200	655,800	434,800
Timothy		43,700	1,300	72,000
Vetch, common	259,600	25,000	2,303,800	79,700
Vetch, hairy	28,800	252,100	5,273,900	2,073,600
Vetch, Hungarian			284,200	
Bentgrass	600	3,200	8,700	6,900
Bluegrass, annual		2,900		4,400
Bluegrass, rough	149,000	75,300	435,200	201,400
Bluegrass, wood	400	1,400	1,500	1,900
Clover, suckling	5,300	2,200	15,600	44,100
Dostail, crested			15,500	6,900
Fescue, Chewings	64,900	114,000	589,700	815,100
Fescue, other	13,000	1,300	69,900	48,800
Grass, Dallis	4,400		69,000	33,300
Grass, Guinea	1,100		1,100	1,100
Grass, molasses	9,900		13,200	2,200
Grass, rescue			1,100	900
Grass, Rhodes	2,400		22,700	4,100
Grass, velvet	600		1,400	600
Medick, black	5,300		38,100	14,800
Mixture, grass		1,000	4,200	2,500
Sweetclover, white	1,574,900	547,600	3,781,000	2,069,400
Sweetclover, yellow	203,200	105,700	1,700,800	271,300
Wheatgrass, crested	26,300		50,600	59,200
Wheatgrass, slender	5,500	9,900	8,000	97,400

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SEED OATS - SEED BARLEY
GARDEN SEED - GRASS SEED
THE O & M SEED CO.
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NORFOLK, NEB. MANKATO, MINN.
SIOUX FALLS, S. D. CARROLL, IA.
BILLINGS, MONT.
MICHAEL-LEONARD SEED CO.
formerly Sioux City Seed Co.

Feedstuffs

For shipping Buffalo Corn Gluten Feed containing 21.72 per cent protein instead of the 25 per cent stated on the label of the Corn Products Refining Co. was fined \$50 on a plea of guilty in the U. S. district court.

Rochester, Minn.—The Northwest Retail Feed Ass'n recently held a district meeting here with 125 present. Dr. A. J. Pacini told of the newest developments in vitamin E, and Al Hansen, supervisor of local grain warehouses, explained trucking regulations.

Portland, Ore.—On Jan. 26, Dean Schofield will appear before the Oregon Feed Dealers Ass'n and advise as to the final decision of what the college laboratory can do on the seed situation. He will also address the Washington Feed Dealers Ass'n in Seattle on Feb. 22.—F. K. H.

Production of distillers dried grains increased to 14,350 tons in December which brought the total for the first six months of the season to 74,430 tons compared with 131,190 tons for the corresponding period last year and 96,370 tons two years ago. Seasonal shipments were slightly in excess of production and amounted to 75,120 tons.—U. S. Dept. of Agriculture.

Brewers Dried Grains production during December of about 7,000 tons was the smallest monthly output to date this season. During both the 1936-37 and the 1935-36 seasons monthly production was the smallest during December. Production has been low during January and February in recent years because of seasonally light production of malt spirits.—U. S. Dept. of Agriculture.

El Reno, Okla.—The El Reno Mill & Elevator Co. was fined \$100 Jan. 11 by Federal Judge Edgar S. Vaught on two counts charging violation of the federal food and drug act. Charles France, attorney for the El Reno company, entered a nolo contendere plea. The government charged the firm in 1936 shipped alfalfa meal to Texas which was deficient in protein content.—L. H.

The number of cattle on feed for market in the 11 corn belt states on Jan. 1 was 15 per cent greater than the number on feed a year earlier, it was estimated Jan. 13 by the Bureau of Agricultural Economics. The number on feed in the western states was about 2 per cent smaller than the record number on feed on Jan. 1, 1937; but larger numbers were reported on feed in other important feeding areas.

Activity in Oklahoma cottonseed crushing mills during the five months, August 1 to Dec. 31, 1937, was almost triple that in the corresponding period of 1936. The crushing mills received 227,157 tons of seed in the 1937 period compared with 78,278 tons in the corresponding 1936 period, crushing 185,383 tons compared with 62,269 tons, and had on hand at the mills on Dec. 31, 1937, 42,266 tons compared with 17,064 tons on that date the year before.—L. H.

Alfalfa meal production decreased sharply during December and output totaled only 19,630 tons compared with 27,950 tons for November and 27,280 tons for October. December production, however, was larger than output during that month in recent years. Production, June through December, aggregated 193,070 tons compared with 197,080 tons for comparable period the previous season and the average of only 130,150 tons for the four earlier seasons.—U. S. Dept. of Agriculture.

Stipulations to refrain from certain false and misleading representations in advertising stock and poultry feed and a poultry medicine have been entered into with the Federal Trade Commission by Sargent & Co., Des Moines, Iowa, and Truslow Poultry Farm, Inc., trading as Toxite Laboratories, Chestertown, Md.

Oklahoma City, Okla.—Wage and hour codes for the feed stores of Oklahoma have been tentatively approved by Gov. E. W. Marland and are scheduled to go into effect April 1. The codes list the various towns according to population with highest salaries going to the larger towns. The A. class, towns of 100,000 population or more have a minimum wage of \$18 per week and maximum hours are 54. Class B. towns of 40,000 population have a minimum wage rate of \$16 with a 57 hour week. Class C. towns must pay at least \$13 for a 59 hour minimum week.—L. H.

Chicago, Ill.—Two new members, the Southern Milling Co., Augusta, Ga., and Ryde & Co., Chicago, were admitted by the directors of the American Feed Mfrs. Ass'n, meeting Jan. 14. Chairman Walker of the membership committee reported a net gain of 10 members since June 1, making the total now 230. The committee on merchandising principles and credits met Jan. 13 to make their final reports and recommendations to the directors of the ass'n. The two committees have been working for several months, making a survey of the industry to determine the desires of feed manufacturers in regard to ass'n policy.

Cobalt is essential in bovine nutrition. Neal and Ahman of the Florida Station have produced in calves a malnutrition that is prevented or cured by cobalt supplementation and is aggravated by the use of iron and copper supplement. Appetite failure and accompanying effects on growth are most prominent. The probable non-specificity of the symptoms is considered. Indications that the condition is a microcytic hypochromic anemia are presented. Differences between the condition and other conditions amenable to cobalt supplement are explained on the basis of other variables. The small amount of cobalt in normal rations, and the difficulty of measuring such amounts, are stressed. Biological response is given as the sole diagnostic method at the present time.

The National Bituminous Coal Commission on Jan. 12 warned code members not to transact business with unregistered farmers co-operatives, sales agents and wholesalers, as a violation of marketing rules.

Feed Manufacturers to Meet at French Lick

The directors at meeting Jan. 14 decided to hold the annual convention of the American Feed Mfrs. Assn. this year at French Lick Springs, Ind., June 9 and 10. This convention has been held in the East for two years and it was thought best to come back to French Lick this year. Arrangements have been made for improved train service from Buffalo, New York, Philadelphia and adjacent territory whereby thru sleepers with dining car service will be run thru to French Lick and this service will be very welcome to our Eastern members.

It is said that the management of the French Lick Springs Hotel has spent several hundred thousand dollars on repairs and improvements in the last year, and that it is a considerably more attractive place than when the last feed convention was held there in 1935.

Ruling on Sales Tax Feed Exemption

The California Sales Tax Division has sent the following instructions to its field staff:

"With respect to sales of such products as hay, rolled barley, whole oats, bran, and other feeds which are customarily used both in the production of poultry products and also for other than in the production of food products (such as feed for work stock), in the absence of evidence to the contrary, it will be presumed that such feeds sold in small units (less than one standard sack of grain and less than one bale of hay) are to be used in producing poultry products. Consequently, feed exemption certificates will not be required to support exemption of these small quantity sales."

On over-counter sales invoices feed dealers in California are using the following rubber stamp for signature or certification by customer:

"The undersigned purchaser certifies the within described personal property will be used only to produce livestock products for human consumption, or, for resale."

Occupation..... Permit No.....

Alabama Feed Regulations

Regulation and amendments relating to commercial feed for sale in Alabama adopted by the state board of agriculture, at its regular quarterly meeting, Jan. 11, are:

Regulation 20: Peanut vine hay with molasses containing not less than 7% protein and beet pulp with molasses containing not less than 7% protein may be registered and sold in Alabama.

Amendment to Regulation 15: In the case of mixed feeds containing 5% or more of added mineral ingredients, or other unmixed materials used as mineral supplements, and in the case of mineral feeds mixed or unmixed which are manufactured, represented and sold for the primary purpose of supplying mineral elements in rations for animals or birds and other mineral elements generally regarded as dietary factors essential for normal nutrition, the minimum percentage of calcium (Ca), of phosphorus (P), of Iodine and the maximum percentage of salt (NaCl), if present, must be shown on the registration and analysis tags,

Feed Prices

The following table shows the closing bid price each week for March futures of standard bran and gray shorts, spot cottonseed meal, soybean oilmeal, and No. 1 fine ground alfalfa meal, in dollars per ton and No. 2 yellow corn and No. 2 yellow soybeans in cents per bushel:

	Minneapolis		Kansas City	
	Bran	Midds	Bran	Shorts
Nov. 27.....	19.00	19.00	17.90	19.00
Dec. 4.....	18.50	18.50	17.75	19.00
Dec. 11.....	19.50	19.75	18.50	19.85
Dec. 18.....	19.75	20.00	18.35	19.50
Dec. 24.....	19.50	19.50	18.65	20.05
Dec. 31.....	19.50	19.50	18.55	19.85
Jan. 8.....	21.00	21.00	19.80	21.30
Jan. 15.....	22.00	21.50	20.00	22.15
Jan. 22.....	23.50	22.00	20.80	22.15

	St. Louis		Chicago	
	Bran	Shorts	Soybeans	Meal
Nov. 27.....	20.00	21.60	92 1/4	23.70
Dec. 4.....	19.90	21.25	93 1/2	23.00
Dec. 11.....	20.60	21.50	94	28.00
Dec. 18.....	20.40	21.65	94 3/4	27.70
Dec. 24.....	20.75	21.20	97 3/4	29.20
Dec. 31.....	20.70	22.00	94 3/4	28.50
Jan. 8.....	21.90	23.10	97	30.00
Jan. 15.....	22.20	24.35	99 1/2	30.00
Jan. 22.....	23.00	24.00	103 3/4	29.70

	Cottonseed Meal		Kansas City		Chicago
	Ft. Worth	Memphis	Alfalfa	Corn	
Nov. 27.....	26.00	23.00	21.50	54 5/8	
Dec. 4.....	26.00	20.75	22.00	56	
Dec. 11.....	25.00	21.00	21.50	56 1/2	
Dec. 18.....	25.00	22.00	22.00	59 1/4	
Dec. 24.....	25.00	22.50	22.50	60 3/8	
Dec. 31.....	25.00	22.25	22.50	61 1/4	
Jan. 8.....	25.00	23.00	22.50	62 1/2	
Jan. 15.....	25.00	23.50	22.50	60 3/4	
Jan. 22.....	25.50	24.00	22.50	60 3/8	

as well as the common names of all ingredients present in the feed.

Amendment to Regulation 18: Five and ten pound packages of commercial feed may be sold in Alabama if properly labeled to comply with this state's feed law and when these packages are packed in fifty or one-hundred pound containers which bear a correct analysis tag and Alabama feed inspection stamp to comply with the law.

Fish Meal Studies

Dr. J. R. Manning, of the Bureau of Fisheries, investigator for the Ass'n of American Feed Control Officials, at the ass'n's annual convention, reported as follows:

We have started in our technological laboratory at Seattle, Wash., a study of fatty acids in fish meals. The bureau's technologist in charge at Seattle reports the following:

We do not have much data on this subject other than a few determinations which were made incidental to studies on the determination of fat in fish meal. While not considered as conclusive data, they do indicate a difference in the acidity of the solvent extract of fish meal due to nature of solvent used, the variation with different solvents with time of extraction, and the fact that free fatty acids increase as meal becomes oxidized. These data are as follows:

Solvent	Free Fatty Acid in Solvent Extracts					
	Meal No. 1 (Oxidized in laboratory)			Meal No. 2		
	4	8	24	4	8	24
	Percentage					
Pet. Ether	7.9	8.0	12.6	7.0	6.6	5.8
Carbon Bisul.	9.5	10.0	13.6	8.5	8.6	8.7
Acetone	13.8	14.9	22.7	12.9	14.7	17.3
Ethyl Ether	12.6	12.6	16.6	11.3	10.8	9.5
Chloroform	13.4	13.3	18.5	9.7	9.7	9.6
Benzene	11.7	10.9	...	8.0	7.7	7.2
8 hrs., 24 hrs., etc., means actual period of extraction.						

Our technologist at Seattle, R. W. Harrison, also has reported on these studies to the Ass'n of Official Agricultural Chemists this year under the title of "Fat in Fish Meals."

In our technological laboratory at the University of Maryland, College Park, we have begun investigation of possible toxic properties in certain fish meals. In recommending this project to our administrative superiors in the Bureau of Fisheries, we said: "Because of the extensive and widespread use of fish meals in recent years in mixed feeds and in livestock rations, a problem has arisen among feed control chemists to develop indices of decomposition in fish meal. Fish meals are made from many types of raw material which vary considerably in quality and composition and by varying methods of manufacture. Because of this fact, the feed control chemists of the Federal Department of Agriculture and of the states are presented with a serious problem in administering the feed laws for the protection of the farmer."

In our Washington laboratories we are coordinating the work of the various laboratories on the different phases of the problem. In addition, we have been getting some excellent help from some of the states. In analyses made by the feed control laboratory of the State of Maryland of more than 50 samples of commercial fish meals taken off the market in recent months, the free fatty acid content of these fish meals was found to vary from 1 to 6½ per cent and the free fatty acid content of the oil extracted from these meals was found to vary from 7½ to 62 per cent. Thus, you will see that there is great variation in the free fatty acid content of commercial fish meals. Two important questions arise in this connection. The first is whether the free fatty acid content is an accurate index of the relative freshness or the relative decomposition of the meal. The second question is whether this free fatty acid, in itself or in company with other so-called decomposition products, is toxic to farm animals.

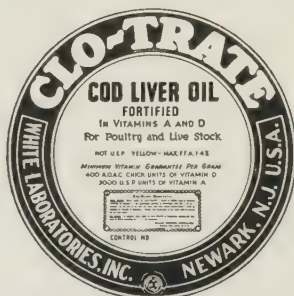
Michigan Feed Rulings

The Michigan department of agriculture has ruled that the clause in the new law providing that the name of the actual manufacturer must be shown on all packages of feeding stuffs will not merely apply to mixed or manufactured feeds, but will cover straight mill products and straight feeding ingredients, including all articles listed as feeding stuffs in the law.

Stamps are to be furnished for packages of 1, 5, 10, 25, 50 and 100 lbs.

Manufacturers registering a number of brands may elect to use the straight fee of \$20 for some of their feeds and the tax fee for others, bearing in mind, however, that if one particular brand is started on either the brand fee or the tax fee it must be continued on that basis thruout the licensing year.

R. M. Field, pres. of the American Feed Mfrs. Ass'n, on Jan. 22 received from W. C. Geagley, state analyst, Lansing, Mich., the following regulation:



4,155,000

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Many of your customers and prospects are reading one or more of the magazines on the CLO-TRATE list and are familiar with CLO-TRATE advertisements. When you call their attention to the fact that you are fortifying your feeds in vitamins A and D with CLO-TRATE, they will appreciate that you are using an oil supplement in which they can have complete confidence. Profit from CLO-TRATE advertising by letting your customers and prospects know that you use CLO-TRATE in ALL your feeds.

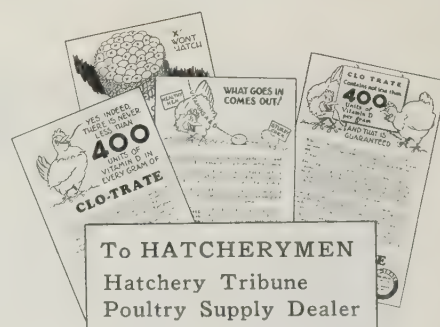
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Manufacturers of . . . Cod Liver Oil Concentrate Products
NEWARK, N. J. ST. LOUIS, MO.

"Concentrates or trade-named articles that are registered or licensed with the Department and are correctly labeled as to the name and percentage of the ingredients present may be used in the manufacture of mixed feeds under the following conditions:

"That the percentage of such a concentrate or trade-named article must be shown regardless of how much or how little there is present, followed by a parenthetical statement naming each ingredient present in the concentrate."

This means that where concentrates have been registered as such with the Department and the proper declaration made as to percentage of ingredients present in amounts of less than 5%, such concentrates may be mixed with grain and other ingredients into a completed feed and the completed feed registered simply showing the percentage of such concentrate in the completed feed with a list of the ingredients present in the concentrate, and it will not be necessary in such registration of the completed feed to show the percentage amount of any of the ingredients in the concentrate.



USE **CLO-TRATE** IN *all* YOUR FEEDS

Manganese in Poultry Nutrition

By L. C. NORRIS, of Cornell University, before Nutrition School for Feed Manufacturers.

(Concluded from page 40, Jan. 12)

Supplementing commercial poultry rations with manganese. Before the discovery by Wilgus and his associates that manganese is markedly effective in preventing perosis, it was known that oat feed, rice bran and the wheat millfeeds helped greatly in preventing the incidence of perosis when used in liberal amounts. In 1936 Sherwood and Fraps reported that the ash of wheat gray shorts greatly reduced the incidence of perosis. At the same time Wilgus and his associates reported that there is a correlation between the perosis-preventing properties of feedstuffs and their manganese content. A table giving the manganese content of the feedstuffs used by Wilgus in his experimental work is presented below:

Feedstuff—	Manganese p.p.m.
Yellow corn meal.....	9
Oats	37
Wheat	48
Wheat standard middlings.....	144
Red dog flour.....	78
Wheat bran	154
Wheat germ	166
Dehydrated alfalfa	29
Dried skim milk.....	1
Soybean oil meal.....	36
Menhaden fish meal.....	32
White fish meal.....	21
Pulverized limestone.....	88

From these results it is evident that the amount of manganese in poultry rations depends largely upon the amount of the wheat millfeeds used in them. Even when liberal amounts of wheat millfeeds are used it is questionable whether or not commercial chick rations always contain sufficient manganese to keep the incidence of perosis down to the lowest level possible. The manganese content of commercial chick rations has been found to be variable, sometimes falling below the optimum level of 50 p.p.m. Hence, it seems to be a wise precaution to add supplementary manganese to chick rations in order to protect against an occasional partial deficiency resulting from variability in the manganese content of feedstuffs.

The manganese salt most suitable for supplementary poultry rations is probably anhydrous manganese sulfate. It can be obtained in a relatively pure form and in a finely pul-

verized state and does not take up moisture readily. It is an inert salt and hence should not react with other substances in the ration. Fortunately also it is fairly cheap in price.

At the present time the Cornell poultry department is suggesting the addition of 0.25 lbs. of manganese sulfate per ton of chick mash. This increases the manganese content of the mash about 35 p.p.m. with the result that the total manganese content will vary from 65 to 80 p.p.m. A good margin of safety to take care of any abnormal variations in the manganese content of the ingredients of the mash or in requirement of chicks for manganese is thus provided.

It is probable that an average commercial laying mash contains from 40 to 50 parts of manganese per million and that an average commercial scratch mixture contains from 20 to 30 parts of manganese per million. If these feed mixtures are fed in approximately equal quantities, the laying ration contains from 30 to 40 parts of manganese per million. Unless the need for manganese for egg production and hatchability is considerably less than that required for growth and bone development, then it is possible that a partial deficiency of manganese in rations for laying hens may occasionally occur. In view of this situation, whether or not it is advisable to add manganese to laying mash mixtures is a matter for the individual feed manufacturer to decide for himself.

Vitamin B Deficiency

Vitamins are essential for growth, reproduction and the maintenance of health, according to Norris and Heuser of Cornell.

The discovery of vitamins has been of practical importance to poultrymen, as it is now possible to rear chicks at any time of the year regardless of climatic conditions and to keep laying hens in confinement without apparent loss of health and vitality. This has led to a complete reorganization of the poultry industry, based on the earlier hatching of chicks and the year-around confinement of laying hens.

Norris and Heuser state that the "crazy chick disease" apparently is identical with vitamin B¹ deficiency.

The birds lose control of the legs and exhibit head retraction. Chicks suffering from "vitamin-B₁" deficiency first appear to lose their sense of balance and control of locomotion. They "turn cartwheels" and finally lay on their sides with their heads slightly retracted. It

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Grain & Feed Journals

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"Crazy Chick" having Vitamin B Deficiency

is distinct from polyneuritis, which is chiefly characterized by head retractions. This disease is no longer common in commercial flocks.

Too Much Cheap Grain May Be Fed to Poultry

Cheap grain may be the death of some poultry in Iowa this year.

Not because the grain itself is toxic, but because some poultrymen are eliminating important supplements and feeding grain to excess, says W. R. Whitfield, Iowa State College extension poultryman.

He explained that excessive and unbalanced grain feedings increase the fat on mature birds, bringing about poor health and death.

"This high mortality can be reduced by adding such necessary proteins as milk and meat scraps or tankage to the grain ration along with the required amounts of minerals and vitamins. It is a good idea to use a maximum of home grown grain when it is cheap, he pointed out, but this should not be done at the expense of a balanced ration.

At this time of year, cod-liver oil or sardine oil containing vitamin D is an essential part of the poultry diet.

Calcium and Phosphorus Balance of Laying Hens

A study by C. L. Morgan of the South Carolina Exp. Sta. shows that with the usual laying ration the hen receives sufficient phosphorus to meet her requirements as indicated by the cumulative positive phosphorus balance. During heavy egg production the hen is in most cases in negative calcium balance, particularly during the first few months of lay.

A pause in egg production may be associated with a cumulative negative calcium balance, however, good layers restore their calcium supply and remain in production. The return to positive calcium balance may be due to an internal adjustment of calcium output which results in a reduction of the amount of egg shell secreted.

A high producing hen utilizes a greater per cent of her calcium intake in egg production. Loss of calcium does not appear to be associated with molt. Calcium utilization may be an individual characteristic of the hen.

Distillery Slop in Chick Rations

In a series of experiments described in Circular 46 of the Kentucky Station in which distillery slop was fed at varying levels in a growing ration for chicks, thin distillery slop proved unsatisfactory as a supplement to an all-mash ration.

Three separate trials were conducted in which thick distillery slop containing from 8.5 to 9 per cent solids and prepared from mash which contained approximately three times as much corn as other grain replaced approximately one-half, four-fifths, and all of the corn in the chick-growing ration. The slop was fed ad libitum, in separate containers, except for one lot where the slop was mixed with the mash in the proportion of 1 part of mash to 2 parts of the slop.

In all cases the ration containing the slop produced birds of greater average weight at 10 weeks of age than those on the all-mash ration. The amount of slop required to replace 1 lb. of mash varied considerably in the different trials, averaging about 16 lb. in the first and 24 lb. in the third trial.

Cooking and flavor tests with broilers showed individuals from all lots to be exceptionally tender and of good flavor. Birds on the all-mash ration and those which received mash mixed with the slop had a higher percentage of fat than birds receiving the slop ad libitum.

Oats for Single Grain Poultry Ration

The Iowa Experiment Station has determined the rate of growth of Single Comb White Leghorn chicks reared on rations in which ground yellow corn, ground wheat, or ground whole oats was the sole source of cereal grain, supplements of dried buttermilk, ground oystershell, steamed bone-meal, salt, and cod-liver oil being included in each ration.

Oats proved to be the most satisfactory single grain, a ration containing 81.5 per cent of oats with the above supplements producing good growth and excellent feathering. A ration containing the same amount of corn with the same supplements was not satisfactory from the standpoint of growth, feathering, or the number of cases of perosis which developed.

Wheat in the ration gave results intermediate between those from oats and from corn. Apparently a factor essential for good growth and good feathering was present in oats and to a lesser extent in wheat, but was lacking in corn.

Poultry Feeding Experiments

SOUTH AFRICAN experiments comparing yellow maize and kafir-corn, both as grain and meal, for growth of chicks and egg production of hens, reported by P. J. Serfontein, found no significant differences so long as adequate green feed was included in the ration to fill the vitamin A requirements of the birds.

In the absence of green feed the birds were found to do better on the yellow maize ration than on the kafir-corn.

* * *

THE EFFECT on digestibility of feeding fine and large size granite grit to poultry was slight in digestibility trials reported by J. C. Fritz, U. S. Department of Agriculture. Two male birds, raised to maturity on screen floors and without access to grit, were prepared for the digestibility trial with artificial ani, and were fed southern field peas and an all-mash laying diets in the two tests.

The feeding of grit slightly improved digestibility of dry matter, but its greatest effect was noticed in the digestion of fat.

* * *

TO FIND the effect of heat on the nutritive value of soybean meal, Wilgus, Jr., Norris and Heuser used White Leghorn chicks to test the protein efficiency and the vitamin G (B₂) content of three samples of soybeans and of seven soybean meals produced from them under controlled conditions.

The expeller, hydraulic and solvent manufacturing methods produced meals of equal protein efficiency under optimum conditions, but the protein efficiency of the expeller and hydraulic processed meals varied with the temperature and time of exposure to heat. Raw beans demonstrated low protein efficiency.

Omaha, Neb.—A farm referendum in Nebraska and western Iowa, conducted by an Omaha newspaper, showed a 302 to 16 vote against compulsory control of crop production; a 303 to 15 vote against compulsory control "of what you market as a desirable and necessary feature of farm aid legislation."

Cleveland, O.—The general executive board of the Seventh World's Poultry Congress met here Jan. 5 to 8 to consider preparations for the Congress to be held here from July 28 to Aug. 1, 1939.

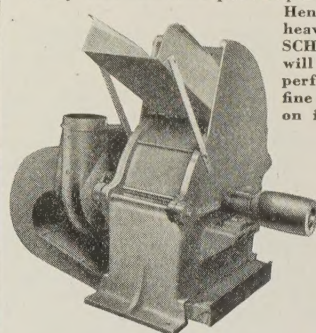
Farm flocks began the year 1938 with the smallest number of hens and pullets of laying age on hand January 1 in the 1925-38 record. The reported average number per flock was 77.4, which compares with January 1 numbers of 84.2 in 1937, with 80.6 in 1936, and with 78.3 in 1935. The 10-year 1925-34 average January 1 number is 87.5.

New York, N. Y.—The recent severe break in the stock market proved that federal regulation of the market is detrimental to investors because it reduces liquidity, declared Charles R. Gay, pres. of the New York Stock Exchange.

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Unraveling Feed Laws

By H. A. HALVORSON, Minnesota Dept. of Agriculture, before Northwest Feed Manufacturers Ass'n

All states in the Union except Idaho, Montana and Nevada now have feed control laws. All these laws are very much alike, and still they are very unlike. They are alike in their important provisions, which specify the guaranteed analysis and other information required on the label. They differ greatly in the amounts of and means by which license fees and tonnage taxes are assessed.

Considering that there are 48 separate state legislatures, which meet every two years, and that members of these bodies are frequently requested by their constituents to enact laws to protect them against fraud and unscrupulous practices on the part of people that sell them feed, it is not surprising that we have had numerous changes in feed regulatory laws in the last few years.

Wyoming stands alone in having a feed law which requires payment of neither a license, a registration fee nor a tonnage tax; 17 states have no license fee at all, but secure revenue from a tonnage tax alone. This tax varies from 8c to 25c, and averages 17c.

Sixteen states operate on a license fee, or brand tax without the tonnage tax. The license fees in these states vary from \$3.00 to \$25.00. They average \$13.45 per brand. There is a noticeable tendency now as exemplified in New York, Ohio and Wisconsin, to employ a graduated brand tax ranging from \$5.00 to \$25.00, the lower amounts being for retailers who manufacture brands of feed which are sold at one location only, and the higher tax for wholesale manufacturers who have retailers sell their brands or who sell their feeds from branches in several localities.

We find there are 11 states which employ a combination of the tonnage tax and registration fee. The tonnage tax in these states varies from 4 to 20c and averages 12c. The brand tax in these 11 states, which also require payment of tonnage tax, varies from 50c to \$25.00, the average being \$3.91.

To determine the extent to which the number of ingredients in mixed feeds have increased, I selected at random a number of brands of egg mashes in four different years between 1920 and the present. In 1920, 8 representative brands averaged 9 ingredients; in 1928, 17 egg mashes averaged 12 ingredients;

in 1935, the average number of ingredients in 89 separate brands had increased to 20; and by 1937, 91 egg mash labels averaged 21 ingredients. There are, of course, several other types of feed on the market where number of ingredients greatly exceeds the averages noted.

Many mixers do not seem to distinguish between digester tankage, meat meal, tankage or feeding tankage on the one hand, and meat scraps on the other. If an ingredient is called "meat scraps," it must be the dry rendered product which is generally preferred in poultry feeding. Digester tankage or meat meal tankage is tanked under live steam or made by dry rendering; it may also be a mixture of dry rendered and tanked meat products.

No official definition exists for "meat meal" although this term is frequently used to list an ingredient on labels. In spite of definitions and standards, great variability is noticed in the quality and palatability of meat by-products sold for feeding; and one shortcoming of feed inspection work is that present methods of analysis often do not show when inferior ingredients are used.

What Determines a Good Livestock Feed?

By C. L. SHREWSBURY, Department of Agricultural Chemistry, Purdue University.

It is not a simple matter to determine the feeding value of a feed when so many factors enter into such an evaluation. A balance between proteins, energy materials, minerals and vitamins is necessary for the most economical feeding results and the relation between these ingredients varies with animals of different ages and kinds of livestock.

Therefore, it is practically impossible to state in numerical terms or by any single designation that a feed has this or that feeding value. The real feeding value of a mixed feed cannot be determined by simply adding up the amounts of the various nutrients contributed by the parts which make it up, but nevertheless these must be considered in any evaluation. The feeder should keep in mind the chemical analysis, the value of the various proteins, carbohydrates, and fats and such factors as palatability, laxative effect, and fiber content and not overlook the vitamin content when selecting a feed for livestock.

In this connection the Indiana State Tag

is a real help since it states the percentage of protein, fat and fiber in a feed and also lists the ingredients that go to make it up. It is well to remember that optimal amounts of nutrients are more economical than using only enough to meet minimum needs.

Casein to Supplement Barley

On the Pacific Coast and in some other areas the feed most readily available is barley, and to utilize this grain its deficiencies must be supplied.

E. H. Hughes, animal husbandman of the California Agr. Exp. Sta., has found that young growing pigs fed a diet in which the proteins of barley were the only source of protein grew very slowly and required large quantities of feed for a unit of increase in weight.

When casein was added to such a diet there resulted a marked increase in rate of growth and a large reduction in feed required for an increase in body substance.

When the barley proteins in the diet were increased by the addition of dried brewers' grains, the gains were more rapid and the feed consumed for 100 pound of gain were less than when only barley was fed.

The possibility that the lactoflavin in casein is responsible for its beneficial effect when added to barley is suggested.

Over 5 Per Cent Soybeans Undesirable in Feed

At the Iowa State Exp. Sta. eight types of rations were compared in a study of the effect of soybeans. Cracked shelled corn was the basis of all, and all lots of pigs were on rape pasture and were self-fed a mineral mixture. Various protein supplements included tankage self-fed, cracked soybeans self-fed, and additions of 5, 10, and 20 per cent of cracked soybeans, 10 per cent of soybean oil meal, or 9.9 per cent of soybean oil meal plus 1.3 per cent of soybean oil with corn, the grain mixture being self-fed in all cases.

Pigs receiving soybeans free choice consumed a heavy allowance, particularly during the latter part of the trial, amounting to about 12 per cent of the ration over the entire period. Corn consumption was correspondingly reduced and the rate of gain per unit of feed was relatively high. The pigs receiving 10 per cent of soybean oil meal made slightly more rapid gains and required less feed per unit of gain than those receiving 10 per cent of cracked soybeans. Additions of soybean oil to the corn-soybean oil meal ration improved its effectiveness in promoting gains.

Soybeans in the diet had a pronounced detrimental effect on the hardness of the fat. The iodine number of the fat from pigs receiving no protein supplement and the above-listed supplements in order averaged 68.87, 67.91, 78.76, 72.98, 79.99, 85.25, 71.92, and 79.17, respectively. It is concluded that more than 5 per cent of soybeans in the ration over the entire growing and fattening period will result in undesirable carcasses from the standpoint of the firmness of the fat.

An Attractive Feed Advertising Sign

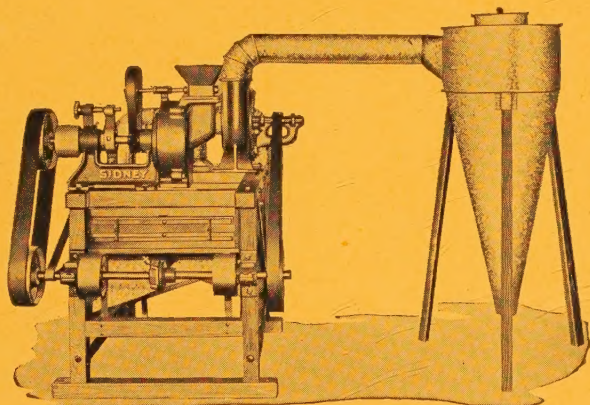
By LEWIS HUDSON.

An attention getter that has repaid its initial cost after but a short time atop the offices of the Superior Feed Mills, Oklahoma City, is the outline spectacular sign illustrated herewith. The clock and neon letters may be read at a distance of a mile.



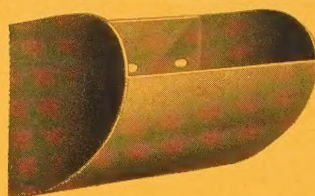
Attractive Feed Advertising Sign of Superior Feed Mills at Oklahoma City.

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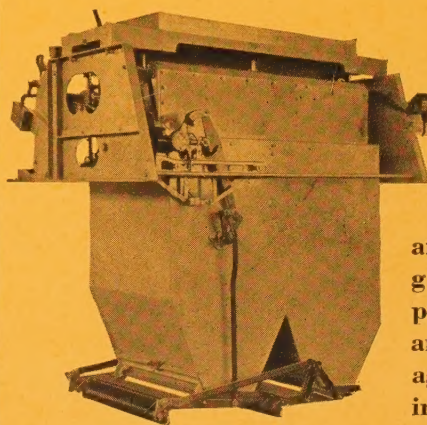
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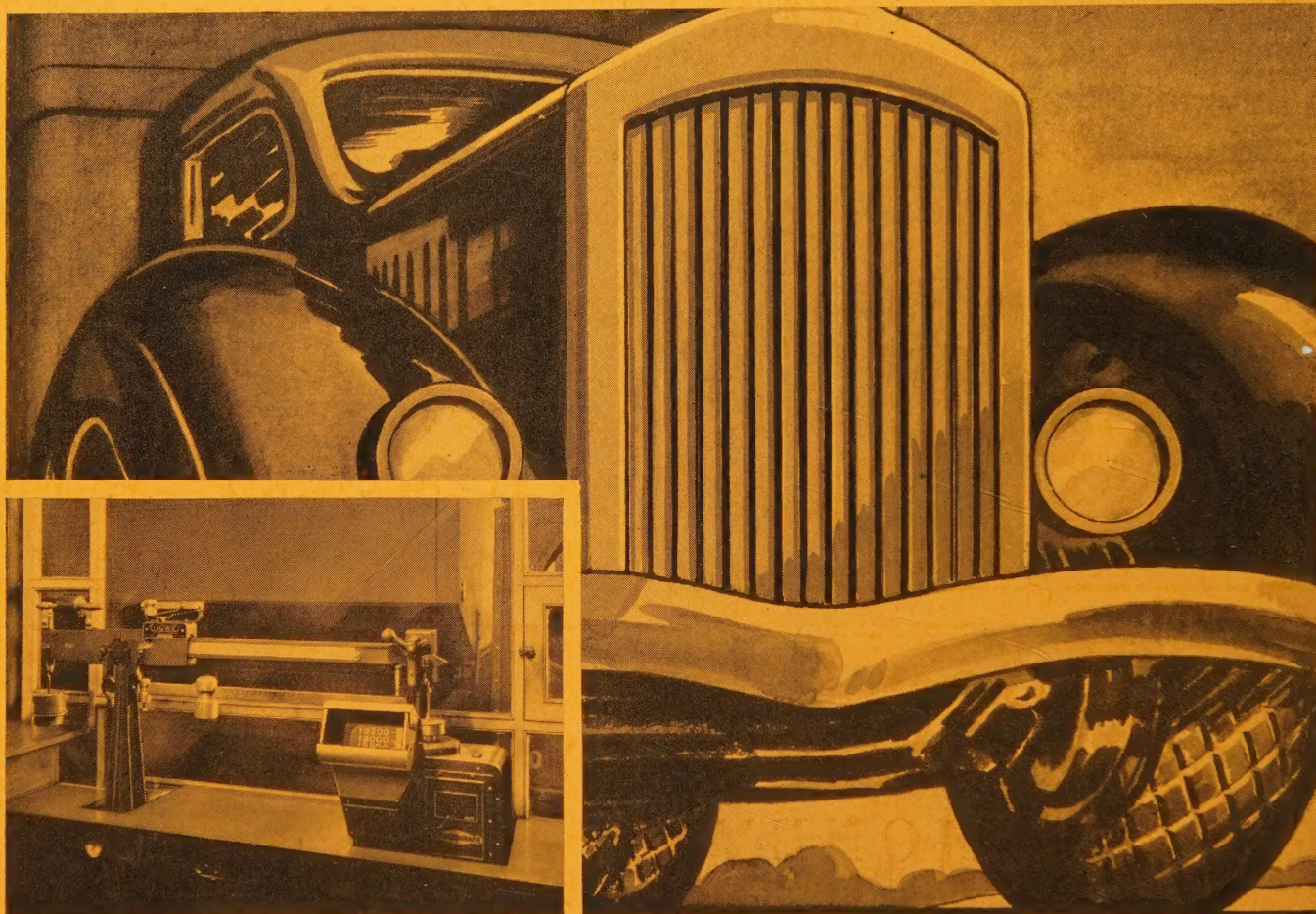
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HOWE

Scales

FAMOUS FIRST IN 1857

MOTOR TRUCK .. GRAIN DUMP .. WAGON .. HOPPER .. SACKING .. PORTABLE .. WEIGHTOGRAPH